

**Title: Inter-state milk producers' review, vol. 22**

**Place of Publication: Philadelphia, Pa.**

**Copyright Date: 1941/1942**

**Master Negative Storage Number: MNS# PSt SNPaAg226.5**

**FILMED WHOLE OR IN  
PART FROM A COPY  
BORROWED FROM:**

**CORNELL UNIVERSITY**

**FILMED  
AS  
BOUND**

**Volume 22**  
**1941/1942**



# Milk Producers Review

INTER-STATE

Library,  
Dept. of Agr. Economics,  
Cornell University,  
Ithaca, N. Y.

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXII

Philadelphia, Pa., May, 1941

No. 1



## Dogwood Time In Delaware



## National Producer Representatives Demand Change In Farm Policy

**C**ULMINATING a two day session, more than two hundred farm leaders attending the National Defense Emergency Farm Conference called by the National cooperative Milk Producers Federation, unanimously adopted a vigorous program calling for many reforms in governmental procedure in reference to the defense operations of the Federal government. These leaders speaking for more than one million farm families also suggest the calling soon of a second and broader National Conference of a similar character.

After outlining the plight of farmers, particularly producers of milk and its products, poultry and its products, corn and hogs—commodities which the government is suggesting to the farmers to increase materially—they suggested a ten point program ranging all the way from abolition of strikes in war industries to the cleaning out of persons in the Department of Agriculture known to be antagonistic to farmers.

### Farm Crisis Outlined

Following is summarized the statement of policy and plan as adopted by the meeting in its closing session:

Between the ending of one world war and the beginning of a second, the lot of the American farmer has grown harder. In 23 years, the per capita income of non-farm people has risen 20 per cent while that of farm people has fallen 40 per cent. The rate of industrial wages has nearly doubled while farm prices have been cut in half. The working hours of industrial employees have declined at least a fifth while farm labor hours have remained as long and as hard as ever. In that period, computed on an hourly basis, the buying power of the average industrial worker has risen 133 per cent—that of the farmer has fallen nearly one-third.

For a dairy farmer to keep pace with the rapidly advancing standards of the city factory worker, the wholesale price of butter today would have to be over 52 cents per pound; and to keep pace with wholesale prices of all non-farm products, 40 cents. It was 33 1/4 cents on April 30. This simple comparison merely illustrates how the times are pressing hard upon the producer of farm products.

When the present world war began, things were out of joint for agriculture and the rapidly changing

Read every word of this. It is a full report of a special nation-wide meeting held at Chicago on May 1-2. Inter-State was represented by President B. H. Welty and General Manager O. H. Hoffman, Jr. These facts are vital to YOU and YOURS.

conditions have left our people far behind. The supply of farm labor is scarcer than at any time since 1920. Farm wage rates are soaring. And yet, under such conditions, the Government is asking producers of milk and many other products to increase production. To accomplish such a task will become increasingly difficult even under adequate price incentives. Without price incentives, the outlook is necessarily one of constricted production due to the physical inability of those left on the farms to supply the need.

Never has there been a time when the farmers of this nation failed to respond to their utmost ability when called upon in time of war. Even now, straining themselves to the utmost, they cannot but be shocked by the dislocation of the industrial plant caused by strikes and lock-outs with the contending parties apparently heedless of the national interest. In the first four months of this year, more than 13 million man days have been lost from industrial production, a greater loss than in any comparative period in the history of the nation.

### Point To French Downfall

Our people also note with concern the fact that the average industrial worker is now working 10 hours less per week than he did in the last world war. Such a condition savors of the tragic breakdown which occurred in France and horrified the world. Since September of 1939, a total of 24 million man days has been lost as a result of industrial strikes—equal to 8 years time of 10 thousand men.

In addition, we are now faced with the prospect of a federal commodity price policy designed to prevent the prices of farm products from materially rising. Against such a policy and against such prospective legislation we protest with all the vigor of our hearts. Against such a policy we appeal for the considerate help of the fair-minded people of this nation. We oppose and resent price-pinning for com-

modities with no comparable fixation of wage rates.

We oppose and resent price-pinning on commodities when manufacturers of defense materials are granted adequate compensation for capital outlay plus profit guarantees arising out of privately negotiated contracts. We see little difference between production problems of a manufacturer and the production problems of many types of farming enterprises.

In the administration of the defense agencies, little or no regard has been given to agricultural representation. Even with respect to women's representation in the national defense activities, the farm woman and her interests have been forgotten. For her also we demand equality.

Specifically and urgently we make the following requests for change:

1. We call for a total cessation of strikes and lock-outs in defense industries.
2. We ask that agriculture be given equal representation with industry and labor, satisfactory to agriculture, on all Federal agencies having to do with the national defense.

### Departmental Clean-up Urged

3. We urge the President and the Congress to eliminate from the United States Department of Agriculture all component parts whose functions and activities are not directly conducive to the welfare of farmers, and that all individuals whose activities are discovered to be antagonistic to farm interests be also removed.

4. We urge a Federal policy to restore economic equality as between agriculture, industry and labor.

5. We oppose any Federal policy by the Executive, or by Congressional enactment, which is designed to place maximum prices upon commodities, particularly those of agriculture, until such time as agriculture is on an equal footing with industry and labor, and we further suggest a policy of stabilization rather than price-pegging.

### Insist On Fair Prices

6. Since industry has received a cost plus guarantee in its production for national defense and the farm groups now being called upon to increase production have received no such guarantees, we insist that such farmers should immediately have prices which will compensate both for current production and increased capital outlay.

7. We urge reformation in administration of (or, if needed, amendments to) the National Draft Act with view to protecting agricultural production in all matters involving legitimate deferment for the draftees.

8. We ask for a discontinuance of Federal government propaganda designed to mislead the public into believing that farm prices are satisfactory and remunerative to producers.

(Please turn to page 11)

## God Will Bless America But Saving Her Is OUR Job

A gentleman named Algernon Sidney made that very clear more than two centuries ago when he observed that "God helps them that help themselves," and the same thing goes for a nation.

I was shocked to hear John Brandt of Land O'Lakes say the other day that more than 13,000,000 man days had been lost these last four months through strikes and lockouts alone,—all during a time when we as a country have pledged ourselves to an urgent program of National Defense.

For two days this week in Chicago I heard dairy and farmer leaders debate the present agricultural situation. Not once did I hear a man demand that "we get ours while the getting is good." Not once did I hear threats of hanging back in the breeching. But man after

man insisted that if this country is to be saved we must all work hard; and man after man insisted that farmers must receive a return sufficiently adequate to replace the help that has gone or to keep the help that is still on the farm; and no man felt it fair that agriculture should be forced to bankrupt itself to carry on while the other men were using this critical time in American history for haggling and profit.

In this they were right! God will bless America but *saving it is our job* and every one of us must work at it according to our talents.

*O. H. Hoffman Jr.*

## Steps For Price Rise Taken By Inter-State

**I**N consideration of the rising costs of milk production, Inter-State, late in April, wrote to the Pennsylvania Milk Control Commission asking the Commission to collect all possible data necessary for the conduct of hearings in our territory, these hearings to be held immediately after the legislature acts favorably upon the elimination of consignment. When the hearings are held Inter-State, of course, will ask for higher producer prices in order to cover the constantly increasing production costs.

Not only would such hearings be for consideration of prices paid to Philadelphia producers, but also producers in the other Pennsylvania territories in which Inter-State producers sell their milk. Similar adjustments will naturally have to follow in other Inter-State territory.

### Legal Difficulties

Although the economics of the milk situation would justify hearings as soon as they could be arranged, the legal difficulties which might be encountered make it advisable to wait until the milk control act is amended so as to eliminate consignment. Should hearings be held at once there is a strong possibility (1) that if new orders were issued before the act was amended some buyers might go on consignment immediately after the issuance of

such orders, and (2) that if the act were amended between the time of the hearings and the issuance of new orders, the milk buyers might appeal such orders because the status of the act would have changed between the date of the hearings and the issuance of the orders.

In the face of these very real legal difficulties, it is evident, after careful consideration, that the interests of Inter-State members can be best served by waiting until the legislature has amended the act, and should they fail to do so, other means will have to be relied upon for obtaining the needed price increases.

### Need Pointed Out

The Board of Directors, at their meeting on April 17, instructed that these moves be made because of the increasing scarcity of labor, rising labor costs and rising costs generally, and the fact that already this spring the purchases for evaporated milk and other products is definitely shortening the normal spring surplus.

It is impossible, of course, to predict when action might be taken on the bills before the legislature which would eliminate consignment. As reported on page 10, House Bill 124 is up for consideration in the Lower House during the first week of May. This includes several amendments in addition to elimi-

nating consignment and, should it fail of passage, every effort will be made to push Senate Bill 343 through the House, which would amend the law only to correct consignment.

It will be recalled that at the 1940 annual meeting the delegates approved a policy which called for amending the milk control law so as to bring consignment under control and correct minor administrative changes. Inter-State has been actively following this policy.

We urge Inter-State members in Pennsylvania to bring to their Senators and Representatives at Harrisburg the pressing necessity of correcting the milk control law at once in order that this price rise, which is due right now, may be obtained without legal complications or setbacks. Likewise, in New Jersey those who feel the continuation of milk control necessary must remember that the present New Jersey Act expires May 31st—unless re-enacted.

"Gosh," said the road hog, as he slowed down for the first time in forty miles and looked at the wonderful view, "don't you feel glad you're alive?"

"Glad isn't the word," said his passenger. "I'm amazed."

The negro cook was asked the secret of her calmness and freedom from care. Her reply was thorough and complete:

"Well h'its disaway. When I sits I sits loose. An' when Ah stah'ts to worry, I falls asleep."



## INTER-STATE MILK PRODUCERS REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phone, Walnut 3040-3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

### Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

F. P. Willits, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zellers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Assistant Treasurer  
O. H. Hoffman, Jr., General Manager  
A. Evans Kephart, Counsel  
F. P. Willits, Jr., Statistician

#### District

#### Directors, 1940-41

1. Alvin K. Rothenberger, Worcester, Pa.
2. Frederick Shangle, Trenton, N. J. R. 2
3. J. M. Wheatley, Federalburg, Md.
4. J. W. Keith, Centerville, Md.
5. Fred W. Bleiler, New Tripoli, Pa. R. 1
6. H. K. Martin, Goodville, Pa.
7. Furman H. Gyger, Kimberton, Pa.
8. J. Leslie Ford, Newark, Del.
9. \*Ralph E. Bower, Chesapeake City, Md.
10. E. M. Crowl, Oxford, Pa.
11. Fred A. Walls, Harbeson, Del.
12. H. B. Stewart, Huntingdon, Pa. R. 4
13. \*Howard W. Wickersham, Kelton, Pa.
14. \*M. L. Stitt, Port Royal, Pa.
15. J. S. Briggs, Yardley, Pa.
16. John Carvel Sutton, Kennedysville, Md.
17. \*Kenzie S. Bagshaw, Hollidaysburg, Pa.
18. Coy E. Meakle, Everett, Pa. R. 3
19. A. R. Marvel, Easton, Md.
20. \*Charles R. Hires, Jr., Salem, N. J.
21. \*B. H. Welty, Waynesboro, Pa. R. 4
22. D. E. Witherspoon, Chambersburg, Pa.
23. \*Honorary Life Member—F. P. Willits, Ward, Pa.

\*Member of Executive Committee

#### FIELD DEPARTMENT

1. Ralph Zellers, Philadelphia, Pa., Director
2. C. E. Cowan, Lancaster, Pa., Asst. Director
3. C. Reynolds, Denton, Md., Asst. Director
4. E. P. Bechtel, Trappe, Pa.
5. J. J. Camp, Roaring Spring, Pa.
6. E. C. Dunning, Chambersburg, Pa.
7. Floyd R. Ealy, Broomall, Pa.
8. Clayton L. Keener, Nottingham, Pa.
9. H. D. Kinsey, Quakertown, Pa.
10. J. T. Plummer, Lewistown, Pa.
11. Louis F. Tomey, Centerville, Md.
12. D. W. Winter, Glenside, Pa.

#### SECONDARY MARKET MANAGERS

- Altoona - Huntingdon—J. J. Camp, Roaring Spring, Pa. Phone 118-M  
Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa. Phone 2-7977  
South Jersey—Floyd R. Ealy, County Extension Office, Woodbury, N. J., Box 334, Phone 800  
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083  
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

### Keep Milk Statements— Needed for Tax Records

The milk statement that comes with the monthly milk checks of producers is an important record. It is good business to keep these statements as a means of maintaining a record of the dairy business, amount of milk sold, the prices paid and the income from the milk.

Under the new income tax regulations, which require that a return be filed by all farmers whose total income from all sources is \$2000 or more per year (\$800 or more if

unmarried), such a record is absolutely essential in order to fill out an accurate income tax return.

Many producers found it necessary, last winter, to go to their buyers for this information. This would have been unnecessary if the statements had been kept and it must also be remembered that it might be impossible to get the information in that way when it is needed. This could easily happen should a large number of producers make the request at the last minute. There is also a possibility that a buyer might, because of the work involved, decline to disrupt his office work in order to supply a second record of this information.

### Protection Will Include Certain Quarantine Losses

At the meeting of the Board of Directors in April approval was given a plan whereby members of the Cooperative, where facts justify, may be reimbursed by the Cooperative for loss of market due to quarantine of the member or a member of his household.

The directors authorized that a committee be appointed to pass upon any claim for reimbursement due to this reason, which claims must, in every instance, be supported by facts supplied by the member or obtained from other sources. It was also specified that each such claim will be handled as an individual case and judged on its own merits without regard to any other claim which may be acted upon at any time by this committee.

The making of a claim or the obtaining by an officer, director or employe of the cooperative, of facts concerning a claim should not be construed as being approval of the claim but, instead, as a means of determining its fairness.

### Late for Good Cause

We regret the necessity of delaying the Review a few days this month. It was felt advisable, however, to delay going to press so as to include the report on agriculture's part in the national defense program, which is being discussed more fully on page 2, and any late developments on milk control legislation, as well as consideration of Inter-State's intention of requesting a hearing on milk prices.

Some of the basic facts concerning milk cooling—the why and how of it—are contained in Bulletin 404 published by the Pennsylvania Agricultural Experiment Station, State College, Pa. It should be read by every milk producer who has ever experienced cooling problems.

### Personal Glimpses

An unusual accident occurred on the **Evan Sharpless** farm, when some lime placed on the floor under a cow infected with foul hoof became slacked from moisture, igniting the straw and burning the bedding under eight cows. It was necessary to dispose of several of these cows, but had the fire burned in the other direction the entire barn and herd would probably have been destroyed.

**Harry T. Stewart** of Huntingdon, Pa., is chairman of the Huntingdon County committee on the Bang's area testing program.

The scope of the national defense program has been driven home to **J. Hillman Croshaw**, who lives near Fort Dix, N. J. In 1917 forty-five acres of his farm were taken as a part of the Fort Dix reservation and recently the remaining one hundred acres were taken, leaving only his house and barn. Of his six sons eligible for the draft, three have already received questionnaires and his contemplated vacation cruise was cancelled because the government took over the boat on which he planned to sail.

When the records were all in and checked, it was found that the name of **Robert Walker**, Hokessin, Del., son of **R. B. Walker**, led all the rest and he was picked as the outstanding member of the Future Farmers of America in Delaware. Robert, now a freshman at the University of Delaware, won this award for his projects in poultry, cattle, hogs, potatoes and farm management.

Mechanization on farms increases the danger of accidents and a victim of our mechanical progress was **Remy Hourdequin** of Avondale whose clothes became entangled in the power take-off shaft of a power sprayer, breaking his hip and leg and inflicting other injuries. We trust that Mr. Hourdequin will not be confined to the hospital for the four months predicted by the doctors.

When the New Jersey Dairymen's Council elected officers at the April meeting they selected **Frank C. Pettit** of Woodstown as their first vice-president. **Asher Waddington**, also of Woodstown, was named as one of the members of the executive committee in addition to the officers.

**Charles Davis, Jr.**, secretary of the West Chester Local, has been appointed chairman of the Chester Delaware County Committee for Agricultural Defense.

Tom: "My wife talks to herself."  
Tim: "So does mine, but she doesn't realize it—she thinks I'm listening."



Snow and drifts didn't stop Elwood H. Welk from hauling his and his mother's milk to market, according to this picture sent by Evelyn Welk, Christiana, Pa.

## Review Starts 22nd Year

THIS issue of the Inter-State Milk Producers' Review carries the identification "Volume XXII, No. 1." This means that it has completed 21 years of service and, as a young man would say, has become "of age." During more than 16 years of this period the Review was the official publication of the Inter-State Milk Producers' Association and every member of that organization was a subscriber. For almost five years the Review has been the official publication of the Inter-State Milk Producers' Cooperative.

Inter-State members read the Review and depend upon it more and more for factual information, news about the milk market, about general dairy developments and about the work and activities of their own Inter-State.

In addition, your publication has many friends outside the membership of the Cooperative. They too depend upon the Review for facts and information concerning milk marketing in Philadelphia and neighboring areas.

Here is a tip for our members—talk to other members about the Review, about Inter-State and about what we are doing. It will help keep them enthused about their own organization. And if we carry it a step farther and talk about these things to non-members, we should be able to make a lot of friends among them, thus bringing them into the organization where they will pay their share of the expense of keeping this great milk market running smoothly.

During the 21 years of the Review's existence there have been a lot of changes in the dairy industry, as in every other activity of our American way of life. Whether all these changes in the dairy world were in a forward direction may be debated by some, but they were reported honestly and that is the function of the publication.

Of one thing we are sure—during the next 21 years we can expect

to experience changes and developments in our lives—economic, social and political—more stupendous and far-reaching than ever before in a similar short period of history, and with it our dairy industry will experience similar extensive and perhaps drastic changes. Those of us, farmers and others, who fortify ourselves with facts, study our situation, seek to attain constantly increasing efficiency and who make progressive changes ahead of the multitude will, in the future as in the past, attain relative success in this world.

It is our job individually to strive toward that end and the Milk Producers' Review will do all within its power to help its dairyman friends do likewise.

### Skilled Farm Workers Need Draft Deferment

It is reported now and then that skilled farm laborers have been inducted into military service in spite of the need for such skilled labor on our farms. In many instances this has been due to a lack of understanding of the procedure for obtaining deferment or the improper handling of requests for deferment.

It is understood, of course, that deferment for such reasons can not be obtained if either the registrant or his employer does not desire it.

The steps to follow in obtaining deferment when it is desired and essential for the proper operation of a farm where the registrant is employed are to (1) study thoroughly the bulletin which explains the rights of all persons registered for the draft; (2) be sure that the questionnaire is filled out properly (if needed, assistance can be obtained from the local advisory board); (3) if felt advisable, appear before the local draft board in person and present the situation in full; and (4) if classification is such that the

registrant is not satisfied with it, he should ask, at once, through his local draft board, for the right to appeal to the State Appeal Board.

In addition, where deferment is desired, the employer should fill out the occupational deferment form (No. 42), which is to be filed along with the questionnaire at the local draft board office. This form should give a full and complete picture of the case, stating specifically why the registrant is needed for the proper operation of the farm business.

In this connection, we must keep in mind that in our National defense program agriculture is every bit as essential as almost any other industry. We all know what happens when a high-producing dairy herd is turned over to inexperienced or unskilled help, or to help which may not be familiar with the peculiar problems of the particular farm and dairy. At best, production is likely to be drastically reduced and the herd may be ruined.

These suggestions are intended, of course, only for those registrants who can be classified as skilled farm labor and those who actually wish deferment for that reason.

### Milk Month

Plans are developing rapidly to make June milk month another outstanding accomplishment. The entire aim is to make the public more conscious of the value of milk as a food and its place in the American diet, thus increasing the demand for and sale of our product.

The entire dairy industry is behind this effort and it will be actively pushed by milk dealers, educational agencies, food stores, and soda fountains. Several national food and drug chains are developing extensive sales helps to be used in their windows and counters. In addition, numerous other stores, including many national chains, will feature milk month in special window displays and in their advertising.

The National Dairy Council and the National Cooperative Milk Producers' Federation are two dairy organizations that are pushing this special sales effort. The Dairy Council is preparing elaborate and effective kits of advertising materials which are being sold at the lowest possible cost.

As individual milk producers, here's what we can do—put that milk picher on the table and keep it full! Farmers who use plenty of milk and milk products made at home live well; further, no one gets a cut, a profit, or even a handling charge out of milk used in that manner. There just isn't any middle man in the deal!

Use milk and plenty of it for good health and low living cost.



### Prices Paid for 4.0% Milk By Philadelphia Dealers

Abbotts Dairies.....	2.44
Baldwin Dairies.....	2.55
Breuninger Dairies.....	2.80
Engel Dairy.....	2.73
Gross Dairy.....	2.74
Harbisons' Dairies.....	2.64
Missimer Dairies.....	2.61
Scott-Powell Dairies.....	2.49
Supplee-Wills-Jones.....	2.48
Sypherd's Dairy.....	2.62

### South Jersey Prices

F. o. b. farm, cwt. of 3.5% milk.

	Class I	Class II	Class III
March	\$2.85	\$1.65	\$1.26
April	2.85	1.65	1.33

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

### Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

### Class III Prices—4.0% Milk

MARKET	MARCH	APRIL
All Penna. Markets	\$1.31	\$1.38
Md. & Del. Stations	1.31	1.36
Wilmington	1.31	1.36

Average price 92-score butter at New York:

	First Half	Last Half	Monthly
March	30.80	32.30	31.58
April	32.91	33.55	33.23

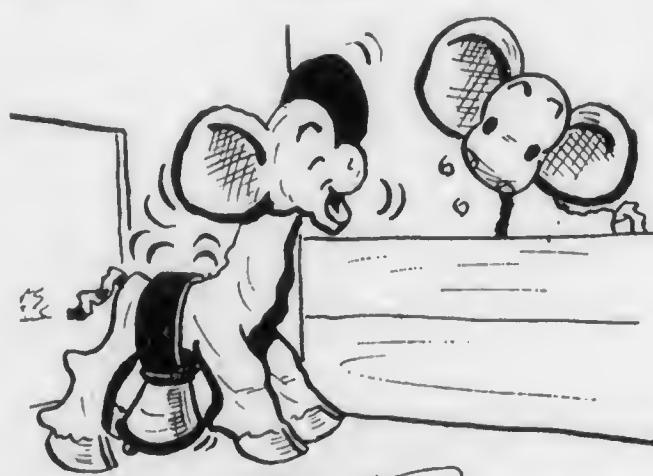
The March average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Teacher: "If you have \$10 in one pocket and \$15 in the other, what have you?"  
Steve: "I have on the wrong pants."



"It's a lot easier carryin' it here than on a guy's neck!"

### Classification Percentages—March 1941

PENNSYLVANIA, MARYLAND AND DELAWARE.

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A".....	65	..	18	17	..
Abbotts Dairies "B".....	62.2	..	20.8	17	..
Baldwin Dairies.....	68	..	22.7	9.3	..
Blue Hen Dairies.....	64.9	..	9.79	25.31	..
Breuninger Dairies.....	85.47	..	14.11	..42	..
Clover Dairy Co.....	74.44	..	13.38	12.18	58% of Prod.
Eachus Dairies.....	84.86	10.33	4.81	..	..
Engel Dairy.....	83	..	7	10	..
Fraims Dairies.....	75.47	..	12.67	11.86	..
Gross Dairy.....	80	..	20	..	..
Harbisons' Dairies.....	75	..	17	8	..
Hernig, Peter, Sons.....	49	..	51	..	..
Hill Crest Farms.....	64.23	..	35.77	..	..
Hoffman's (Altoona).....	36	4.5	55.3	x	..
" (Bedford).....	22.5	9.9	67.6	..	..
" (Huntingdon).....	36	4.5	55.3	x	..
Martin Century Farms.....	87.21	..	12.79	..	83.28% Prod.
May's Dairy.....	59	2	30	9	..
McMahon's Dairy.....	b92	b7	..	c	..
Missimer Dairies.....	69.15	..	30.85	..	..
Mt. Union S. Milk Co. 1-15	90	10	..	7	..
" " " " " " " " " " " "	85	8	28	13	..
Nelson Dairies.....	59	..	65.9	..	..
Penn Cress Ice Cream Co.....	32.1	2	41	..	..
Penn Reed Milk Co.....	59	..	36.75	2.75	60.5% of Prod.
Scott-Powell Dairies.....	60.5	..	38	..	..
Stegmeier, Clayton.....	57	5	25	12	71.43% Cl. I
Supplee-Wills-Jones.....	63	..	6.9	16.6	..
Sypherd's Dairy.....	76.5	..	33	1	..
Turner & Wescott.....	66	..	18.57	9.82	..
Walnut Bank Farms.....	71.61	..	14.6	..	..
Chas. G. Waple Dairies.....	77.3	8.1	17	16	..
Wawa Dairies.....	67	..	..	..	..

### NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess
Abbotts Dairies "A".....	94.5	5.5	Balance
" " " " " " " " " " " "	96.3	3.7	Balance
Castanea Dairy Co. "A".....	83	Balance	54% of Ex.
" " " " " " " " " " " "	91	..	54% of Ex.
Scott-Powell Dairies.....	d100	..	Balance
Supplee-Wills-Jones.....	100	..	..

a Martin Century paid in March, Class I, 71.88% at \$2.79; 15.33% at \$2.98; Class II, 10.54% at \$1.73 and 2.25% at \$1.77. (Prices of 4% Grade B milk f.o.b. Lansdale.)  
b Percentage of each producer's individual base.  
c Deliveries in excess of I, IA, II.  
d Bonus paid "A" producers on 56.9 percent of norm.  
x 4.2 percent of milk utilized in Class V.

### Feed Price Summary for April, 1941

Compiled by the Inter-State Milk Producers' Cooperative, Inc.  
from data supplied by a selected list of feed dealers.

Ingredient	April 1941 (\$ per T.)	March 1941 (\$ per T.)	April 1940 (\$ per T.)	% Change April 1941 compared with April 1940
Wheat Bran.....	32.83	31.58	34.26	+3.96 - 4.17
Cottonseed Meal 41%.....	39.11	38.48	43.35	+1.64 - 9.78
Gluten Feed 23%.....	31.30	30.91	33.41	+1.26 - 6.32
Linseed Meal 34%.....	33.59	33.07	41.23	+1.57 - 18.53
Corn Meal.....	36.66	33.78	32.92	+8.53 +11.36
Mixed Dairy Ration 16%.....	35.18	34.22	34.33	+2.81 + 2.48
" 24%.....	38.34	37.49	40.67	+2.27 - 5.73
" 32%.....	40.93	39.88	42.99	+2.63 - 4.79
Brewer's Grains.....	31.77	32.69	34.32	-2.81 - 7.43

A latecomer to the circus performance was fussily pushing his way to a seat.

"Did I tread on you, old man?" he remarked, as he saw one of the audience wince.

"It must have been you. All the elephants are in the ring."

Nervous breakdowns are sometimes due to lack of the B vitamins. Many nervous disorders are caused by a deficiency of these substances.

Dairy products are the largest single source of agricultural income in the United States.

### Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

March Averages and March and April Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price March	Class I Price Mar. & Apr.	Class II Price March	Class II Price April
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	\$1.77	\$1.85
Abbotts Dairies.....	Coudersport, Pa.....	2.05	2.38	1.69	1.77
" ".....	Curryville, Pa.....	2.11	2.47	1.70	1.78
" ".....	Easton, Md.....	2.15	2.56	1.61	1.66
" ".....	Goshen, Pa.....	2.24	2.63	1.72	1.80
" ".....	Kelton, Pa.....	2.26	2.65	1.73	1.81
" ".....	Oxford, Pa.....	2.26	2.65	1.73	1.81
" ".....	Port Allegany, Pa.....	2.05	2.38	1.69	1.77
" ".....	Spring Creek, Pa.....	2.03	2.34	1.68	1.76
Blue Hen Farms.....	Wilmington, Del.....	2.31	2.77	1.81	1.86
Breuninger Dairies.....	Richlandtown, Pa.....	2.49	2.62	1.72	1.80
Centerville Producers' Co-op.....	Centerville, Md.....	2.37	..	..	..
Clover Dairy Company.....	Wilmington, Del.....	2.46	2.77	1.81	1.86
Duncan's Dairy.....	Springfield, Pa.....	2.55	2.98	1.77	1.85
Eachus Dairies.....	West Chester, Pa.....	2.73	2.85	1.62	1.70
Fraims Dairies.....	Wilmington, Del.....	2.48	2.77	1.81	1.86
Harbisons' Dairies.....	Brandtsville, Pa.....	2.36	2.62	1.72	1.80
" ".....	Byers, Pa.....	2.36	2.62	1.72	1.80
" ".....	Carlisle, Pa.....	2.36	2.62	1.72	1.80
" ".....	Hurlock, Md.....	2.30	2.56	1.61	1.66
" ".....	Kimberton, Pa.....	2.36	2.62	1.72	1.80
" ".....	Massey, Md.....	2.31	2.58	1.61	1.66
" ".....	Millville, Pa.....	2.27	2.50	1.71	1.79
" ".....	Sudlersville, Md.....	2.31	2.58	1.61	1.66
Harshbarger Dairy.....	Altoona, Pa.....	—	2.96	1.62	1.70
Hernig, Peter, Sons.....	Boiling Springs, Pa.....	2.14	2.58	1.72	1.80
Hershey Creamery Co.....	Greencastle, Pa.....	2.00	..	..	..
Highland Dairy Co.....	Doe Run, Pa.....	2.34	2.85	1.62	1.70
Hill Crest Farms.....	Eddington, Pa.....	2.55	2.98	1.77	1.85
Hoffman's.....	Altoona, Pa.....	2.14	2.96	1.62	1.70
" ".....	Bedford, Pa.....	1.86	2.58	1.62	1.70
" ".....	Huntingdon, Pa.....	2.03	2.70	1.63	1.70
Johnson, J. Ward.....	Woodlyn, Pa.....	2.55	2.98	1.77	1.85
Keith's Dairy.....	Altoona, Pa.....	—	2.96	1.62	1.70
Martin Century Farms.....	Lansdale, Pa.....	2.68	2.98	1.77	1.85
Miller-Flounders Dairy.....	Chester, Pa.....	2.55	2.98	1.77	1.85
Mount Union Sanitary Milk Co.....	Mt. Union, Pa.....	2.61—2.53	2.70	1.63	1.70
Nelson Dairies.....	Jeffersonville, Pa.....	2.42	2.98	1.77	1.85
New York City Buyers.....	201-210 Mile Zone.....	2.15	..	..	..
Pebble Hill Farm.....	Doylestown, Pa.....	—	2.98	1.77	1.85
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.06	2.96	1.62	1.70
Scott-Powell Dairies.....	Clayton, Del.....	2.20	2.60	1.61	1.66
" ".....	New Holland, Pa.....	2.28	2.66	1.73	1.81
" ".....	Pottstown, Pa.....	2.31	2.71	1.73	1.81
" ".....	Snow Hill, Md.....	2.10	2.44	1.61	1.66
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.20	..	..	..
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.38	2.96	1.62	1.70
Supplee-Wills-Jones Milk Co.....	Bedford, Pa.....	2.14	2.47	1.70	1.78
" ".....	Chambersburg, Pa.....	2.19	2.55	1.71	1.79
" ".....	Hagerstown, Md.....	2.13	2.49	1.61	1.66
" ".....	Harrington, Del.....	2.19	2.58	1.61	1.66
" ".....	Huntingdon, Pa.....	2.18	2.53	1.71	1.79
" ".....	Leaman Place, Pa.....	2.27	2.67	1.73	1.81
" ".....	Lewistown, Pa.....	2.19	2.55	1.71	1.79
" ".....	Mercersburg, Pa.....	2.19	2.55	1.71	1.79
" ".....	Mt. Pleasant, Del.....	2.19	2.58	1.61	1.66
" ".....	Nassau, Del.....	2.17	2.55	1.61	1.66
" ".....	Princess Anne, Md.....	2.12	2.47	1.61	1.66
" ".....	Townsend, Del.....	2.19	2.58	1.61	1.66
" ".....	Waynesboro, Pa.....	2.19	2.55	1.71	1.79
" ".....	Worton, Md.....	2.19	2.58	1.61	1.66
Swavelly, H. R. Dairy.....	Pottstown, Pa.....	—	2.85	1.62	1.70
Sylvan Seal Milk Co. (Del. only).....	F. O. B. Farm.....	2.08	..	..	..
Tri-County Dairy Co.....	Honey Brook, Pa.....	2.20	..	..	..
Turner & Wescott.....	Glen Roy, Pa.....	2.34	2.65	1.73	1.81
Walnut Bank Farms.....	Quakertown, Pa.....	2.53	2.98	1.77	1.85
Charles G. Waple Dairies.....	Tyrone, Pa.....	2.46	2.70	1.63	1.70
Wawa Dairy Farms.....	Wawa, Pa.....	2.32	2.98	1.77	1.85

† A Class I-A Price of \$2.20 per cwt. of 4% milk applies in these markets.



## Secondary Markets

### WILMINGTON

The Wilmington area has experienced the usual spring increase in milk supply, but with some pick-up in sales of fluid milk the market has remained in a very good condition. Both the Class I percentages and weighted average prices of the two largest dealers increased in March over February.

The Wilmington Board of Health is now making its usual spring inspections and has posted notices in milk plants that all milk, both morning and evening, must be cooled so as to reach the plant at below 60 degrees. Milk cans are being watched carefully and if defective are marked for replacement or retinning. Members are urged to meet these requirements, as they contribute to better quality and increased milk sales.

Market Manager Floyd Ealy urges that at this season of the year members be very careful in their pasturing practices, so as to prevent odors or flavors traceable to grass or garlic. He also urges a close watch on milk temperatures and the regular use of a dairy thermometer.

A bill now before the Delaware legislature would require the licensing and bonding of milk dealers and also would regulate the weighing, measuring and testing of milk. Members who are interested in the passage of this bill are urged to see their Senators and Representatives on the matter.

An expansion of Dairy Council work in Wilmington and plans for participation in the June Dairy Month activities were discussed at a recent meeting of farmer and dealer representatives.

### SOUTH JERSEY

During the hot weather in mid-April, several producers lost milk due to improper cooling, traceable in some instances to refrigeration troubles or to the use of insufficient ice. The regular use of a good dairy thermometer would be well repaid in reducing the frequency of such losses.

Some rejections have also been made because of garlic or grassy flavor and odor of the milk, a matter which requires special study in each individual case.

The supply of milk is ample for present needs and there are indications that sales are increasing with an earlier than usual demand for more milk at Atlantic City.

A market was found by Inter-

State for a supply of milk totaling about two tons per day. This milk was sold by Inter-State at regular market prices in Pennsylvania during the winter and has recently been shifted to other outlets, when the regular supply of that buyer met his normal needs.

Dairymen are showing extensive interest in the future of milk control in New Jersey. Several bills have been introduced in the legislature, each aimed at extending milk control but by different means. It is evident that if producers wish a control act satisfactory to them, they must work together on the matter. Those desiring more information are urged to get in touch with any member of the South Jersey Marketing Committee.

The work and prestige of Inter-State is growing, as evidenced by the results of a recent sign-up campaign, in which 20 new members were obtained in this area.

### ALTOONA-HUNTINGDON

As in other markets the supply of milk in this area is going through its usual spring flush, according to reports presented at the market committee meeting late in April. There has been no difficulty in keeping this milk moving to market as a better demand has absorbed the supply.

The pick-up time for milk, due to the towns going on daylight-saving time, was discussed extensively at this meeting. The producers felt that farmers used their daylight hours to good advantage as it is and to move their daily schedule up would interfere with their daily work, especially as the sun determines when they may get into the fields.

The Committee is keeping in touch with members of the legislature, urging amendments to the Milk Control Law which would do away with consignment, and also to prevent repeal of the relief milk bill. It was also reported that one producer in the area received \$20.00 less for his March milk because of being forced to sell on consignment.

### LANCASTER

As usual, production has increased this spring but with a somewhat increased demand the market has remained in excellent shape.

Also, typical of spring troubles, several producers have had rejections because of grassy flavors in



"Putsy's" gaze was intent on something, we don't know what, when Mrs. Calvin W. McCleary, Elkton, Md., snapped his picture.

their milk, and during the recent hot spell there were rejections because of improper cooling.

Charles E. Cowan, Market Manager and also delegate to the Metropolitan Cooperative Milk Producers' Bargaining Agency, attended a meeting of that group at Syracuse on April 29 at which amendments providing for increased producers' prices were developed which are to be presented for discussion at the price hearing to be held late in May.

The schedule of classes, percentages and prices on which New York producers were paid in March follow:

Classes	Percentages	Prices
I Prices	40.37	\$2.650
I Outside	4.77	2.102
I Relief	1.64	2.080
II A	16.59	1.902
II B	2.92	1.661
II C	2.83	1.611
III A	9.59	1.566
III B	3.39	1.561
III C	10.70	1.391
III D	3.80	1.336
IV A	2.87	1.261
IV B	.53	1.236

This gives a blended price, after deductions and adjustments, of \$1.95 per cwt, f.o.b. the 201-10 milk zone, with the Lancaster price \$1.985.

### TRENTON

The production trend of milk in the Trenton area is somewhat upward at this time. A gradual increase in consumption is helping take care of this seasonal surplus. Pasture conditions right now are fairly promising but should the dry weather continue much longer it is probable that a shortage will develop.

Our local producers, as well as dairymen over the state generally, are watching with interest the developments in the legislature on milk control. There are now four bills before the Legislature—Senate 16 and Senate 101, Assembly 445 and Assembly 454. It is reported that a compromise bill is being drafted.

## Child Health Week

AN important time for Dairy Council activities in promoting health and creating good will is always the first week in May—Child Health Week.

For years, school principals and teachers have been calling on Council nutrition and dramatic workers to give plays and demonstrations for their Health Week programs. Last year, the Council reached a total of 16,692 children and 1,133 adults in that one week alone.

Scheduled this year for 57 puppet shows, 11 talks, 11 plays, 9 nutrition lectures, and 9 food demonstrations, the Health Education Department had its hands full. Added to these were 16 rehearsals, a large number of contacts, and the transportation of material and properties to schools who produced plays and worked out projects themselves.

### Puppet Shows Popular

One of the most popular of the special Health Week programs given by the Council is the puppet show for kindergarten mother groups. This year, 15 such groups saw one of three puppet shows: "The King Who Could Not Laugh," the story of how an unhappy king became healthy and happy at the same time; "Mary Ann's Bouquet," the story of a little girl who gained back her health with the help of the milkman and some flower friends; or "Why The Cow Jumped Over The Moon," the ever-popular Mother Goose story.

Plays produced at Health Night Celebrations and in schools were: "The Fashion Show," "The Scare Crow," "The Spirit of Young America," "The Indian Who Lost His War Whoop," "Dolly Madison," "The Health Circus," "American Masterpieces," and "The Doll Shop" by Miss Myra Boucher, Miss Louise Everts, Miss Dorothy Chandler, Miss Bertha Lawrence, Miss Florence Sailor, and Mrs. Adelaide Durrant with part-time accompanists Mrs. Gertrude Bell, Mrs. Emily Kalmbach, Miss Marion Dauphin, Miss Grace Murray, and Miss Elaine Banks.

Robert C. McKinley gave his humorous talks, "Health Notes," "The Job of Tomorrow," and "About Face" to High Schools and service clubs.

Nutrition programs for the week included demonstrations for National Youth Administration groups, a talk on "Health For Defense," stressing nutrition and teeth, "Three Meals A Day That Satisfy" and "Home Lunches For School Children", demonstrations for mothers, "Child De-

velopment," a slide talk, the "Garden Demonstration," and a talk on diet for prenatal mothers.

These talks and demonstrations were given by Miss Frances Hoag, Miss Lucy Queal, Miss Mary Forman in Camden County, N. J., Mrs. Norbert Toussaint in Wilmington, Del., Miss Betty Overbeck in Trenton and Atlantic City, N. J., and Mrs. Madalene Tillman.

### Cooperate Each Year

The history of the Dairy Council's connection with Child Health Week goes back to the time when the 21 Philadelphia Day Nurseries held an United May Day Health Celebration each year in Fairmount Park and the Council cooperated in putting on the program. In 1927, for instance, more than 600 children participated in the health dramatics planned for the occasion by the Council.

Plays were combined and rearranged into a grand pageant, which, along with the traditional May Pole dance, made a colorful and festive picture. Although the united celebration has been discontinued, the Council is still called upon each year to help with smaller celebrations in individual schools.

### DAIRY COUNCIL SCHEDULE

#### CHILD HEALTH WEEK

##### Thursday, May 1

Darrah School, puppet show; Taggart School, 3 puppet shows; M. Carmel School, Camden, 2 puppet shows; Richmond Ave. School, Atlantic City, 2 puppet shows; Richardson Park School, 2 puppet shows; Morrison School, puppets, kindergarten mothers; Bridgeport Jr. High, talk, "Job of Tomorrow"; Bridgeport Sr. High, talk, "Job of Tomorrow"; Kiwanis Club, Riverside, N. J., talk, "Job of Tomorrow"; Benson School, Atlantic City, nutrition talk, mothers group; Harvey School, play, "The Doll Shop".

##### HEALTH NIGHT

Richmond School, play, "The Indian Who Lost His War Whoop"; Conwell School, play, "The Health Circus"; Potter School, play, "Spirit of Young America"; Cramp School, play, "American Masterpieces"; Mt. Holly Women's Club, Moorestown, N. J., nutrition talk, puppets; Jones Jr. High School, nutrition talk; Decou PTA meeting, Trenton, N. J., talk, "Health Notes".

Total: 12 puppet shows, 5 plays, 4 talks, 3 nutrition lectures.

##### Friday, May 2

Girard College, 2 puppet shows; East Vineland School, Vineland, N. J., 2 puppet shows; Hammonton School, Hammonton, N. J., 2 puppet shows; Magnolia St. School, Vineland, N. J., 2 puppet shows; Finletter School, puppet show; Bancroft Jr. High Wilmington, Del., puppet show; Lincoln School, puppet show; Kirkbride School, puppets, kindergarten mothers; Alcorn School, puppets, kindergarten mothers; Jr. High School, Atlantic City, talk, "Job of Tomorrow"; Indiana Ave. School, Atlantic City, talk, "Job of Tomorrow"; Rowen School, play, "The Health Circus"; Franklin School, play, "Spirit of Young America"; Morrison

School, play, "Our Mrs. Madison"; Fulton School, play, "The Scare Crow".

Total: 13 puppet shows, 4 plays, 2 talks.

##### Monday, May 5

Warner Jr. High, Wilmington, slide talk; Sharswood School, puppet show; Durham School, puppet show; New York Ave. School, Somers Point, N. J., 2 puppet shows; Mill Road School, Northfield, N. J., 2 puppets shows; Birney School, puppets, kindergarten mothers; Claghorn School Annex, puppets, kindergarten mothers; Campbell School, puppets, kindergarten mothers; McClure School, puppets, kindergarten mothers; Warner Jr. High, Wilmington, nutrition talk; New Jersey State College, nutrition work with children; Taggart School, food demonstration; Women's Club, Collingswood, N. J., food demonstration; Women's Success Club, Woodbury, N. J., food demonstration.

Total: 10 puppet shows, 3 demonstrations, 2 nutrition lectures, 1 play, 1 talk.

##### Tuesday, May 6

Sharswood School, puppet show; Finletter School, puppet show; Dawes Ave. School, Somers Pt., N. J., 2 puppet shows; Holy Name School, 2 puppet shows; Decatur Ave. School, Pleasantville, 2 puppet shows; Morton School, puppets, kindergarten mothers; Wolfe School, puppets, kindergarten mothers; A. Vane School, puppets, kindergarten mothers; E. M. Stanton, puppets, kindergarten mothers; Methodist Church, Paoli, Pa., puppets, parents; PTA meeting, Clay-ton School, slide talk; Southhampton High School, talk, "Health Notes"; Jones Jr. High School, talk, "About Face"; Dawes Ave. School, Somers Pt., N. J., nutrition talk, puppets; Jefferson School, food demonstration; Mothers Club, Germantown, food demonstration; Pensauken Jr. High, play, "Fashion Show".

Total: 14 puppet shows, 3 talks, 2 demonstrations, 1 nutrition lecture, 1 play.

##### Wednesday, May 7

Sharswood School, puppet show; Leeds Ave. School, Pleasantville, N. J., 2 puppet shows; J. H. Webster School, puppets, kindergarten mothers; Overbrook School, puppets, kindergarten mothers; Potter School, puppets, kindergarten mothers; Wayne Public School, Wayne, Pa., puppets, kindergarten mothers; Optimist Club, Trenton, N. J., talk, "Health Notes"; Loudon School, Atco, N. J., nutrition talk and puppets; Health and Civic Association, Ardmore, nutrition talk, prenatal mothers; Red Cross Group, nutrition talk; Hopkinson School, food demonstration; Meade School, food demonstration; National Youth Administration, food demonstration; Health Centre No. 1, food demonstration.

Total: 8 puppet shows, 4 demonstrations, 3 nutrition lectures, 1 talk.

Grand Total: 57 puppet shows, 11 talks, 11 plays, 9 nutrition lectures, 9 food demonstrations.

1940 Grand Total: 50 puppet shows, 11 talks, 8 plays, 7 nutrition lectures, 5 food demonstrations.

A high-pitched noise slows down the secretion of digestive juices and acid in the stomach more than a low-pitched noise of the same degree of loudness.

Disgusted Movie Fan: "Now I ask you, who enjoys a movie that's censored?"

Smart Aleck: "The censors."



# Legislative Mill Grinds Slowly

Two matters before the Pennsylvania Legislature which are of outstanding importance to dairymen are still awaiting final action by that body. One of these is the plugging of the consignment loophole in the Milk Control Law; the other, the matter of sanitary regulations as they affect dairy farmers.

The legislature has done nothing definite as yet to correct the consignment loophole in the Milk Control Law. Senate bill 343, passed by the Upper House on April 1, was then referred to the committee on dairy industries of the Lower House, with no further action on it reported by April 30.

House bill 124, which passed the second reading in the House on April 2, was then recommitted to the committee on dairy industries, reported out with numerous amendments and has since been a subject of controversy, with efforts being made to add additional amendments. Latest reports indicate it will be up for final vote in the House during the first week of May. If passed there it will then be subject to Senate action. As last reported, the bill seems generally satisfactory to producer interests.

## Inspection Proposals

The Moul-Woodring Bill, H.B. 481, which passed the Lower House, proposing to prevent municipalities from enacting any regulations in excess of those set up under the state law, has been lying in the Senate Committee since the public hearing on that bill late in March. In the meantime, another bill, S.B. 558, was introduced in the Senate, which would establish a dairy advisory council for the purpose of correlating and ironing out conflicts in the regulations established by the various municipalities. This bill is similar to one which was defeated in the closing days of the 1939 session but goes somewhat farther. The proposed dairy advisory council would consist of representatives of the various branches of the industry and would include state and municipal health officers.

Latest reports indicate that this bill will not be pushed. However, some of the features of it have been incorporated as amendments to the Moul-Woodring bill, already passed by the House, and the amended bill has passed the second reading of the Senate. Should that bill be passed with these amendments it will be necessary to obtain concurrence of the Lower House or refer the bill to a conference committee before final passage.

It appears that House Bill H-7 which would permit the use of powdered milk in making sausage, will not come out of committee. Another bill, H-960, which would amend the present law by further defining adulteration and limiting the moisture content of sausage, is being advanced on the House calendar and there is hope that the bill may be amended so as to permit the use of powdered milk in sausage manufactured or sold in Pennsylvania, as in the other 47 states.

Of the three bills in the Lower House of the Pennsylvania Legislature which would repeal the Eccles Relief Milk Law, passed two years ago, none has been reported out of committee at this time. A similar bill in the Senate came up for second reading late in April but was sent back to committee without action.

Dairymen who wish to see the continuation of this means of getting milk to our poor people should write to their Representatives and Senators, urging defeat of any measure which would repeal the Eccles Relief Milk Law.

The Kephart Bill, which would empower schools to provide food, including milk, to under-nourished and under-privileged school children, has passed the Senate and is now before the House Committee on Education. This is Bill S-51.

## Would Change Gas Tax Law

Four bills—H-9, H-46 and H-63 in the Lower House, and S-42 in the Senate—each of which would provide refunding of the gasoline tax on such gasoline as is used for non-highway purposes were all resting quietly in committees at the end of April. Any one of these bills would relieve farmers from paying highway taxes and relief taxes every time they run their tractors or pump water with their gasoline engines, and passage of one of them would be a means of offering Pennsylvania farmers some tangible relief from an unfair tax load, a tax frankly intended for highway motor vehicles only. We suggest calling upon your Representative or Senator in person, or writing him, asking that favorable action be taken on one of these bills.

The House resolution, providing for a study of soil conservation matters, has resulted in some testimony being presented, but as yet the committee has not made any report. As a result, appropriations to Pennsylvania State College have not yet been considered. In this connection, special attention is called to the action of the Pennsylvania Council of Farm Organizations, reported on

page 12, which is requesting that the appropriations to the School of Agriculture at State College be earmarked so they can be used for no other purpose, this to apply especially to new appropriations for research and certain buildings for the School of Agriculture. For years this agricultural work at State College has suffered from lack of adequate funds from the state. This matter is of vital importance to Pennsylvania agriculture and Interstate members are urged to see their Senators and Representatives at Harrisburg, urging that adequate and properly protected appropriations be made for the School of Agriculture.

## Delaware

The McDowell bill, which would offer certain protection to Delaware dairymen, has not yet been acted upon by the legislature of that state. This bill would provide against incompetence or fraud in the weighing, measuring, sampling and testing of milk purchased in that state and would exact penalties against anyone guilty of improperly performing these functions. Another feature of the bill would require that all buyers of milk be licensed and provide bonds to protect the payment of producers from whom they buy milk.

Certainly these features are of paramount importance to producers, protecting them from direct losses, as well as indirect losses due to disrupted markets that may come about through the incompetence or fraud on the part of even a small part of the milk dealers. Likewise, the milk dealer who always tries to be fair in his dealings with farmers, and who has thought this matter through, would, it seems, be in favor of this bill, too, in order to protect himself from the kind of unfair competition which is possible without these safeguards of the producers' interests.

## New Jersey

The New Jersey legislature is heading into May with still no definite action upon its milk control law, which will expire automatically on May 31 unless re-enacted before that date.

New Jersey dairymen have come out rather strongly for Senate Bill 101, which would provide for a milk commissioner to replace the five-man board as now in effect, this board being on a per diem rather than full-time basis. A counter proposal, said to be backed by certain dealer interests, would provide for a three-man board.

## Ask Farm Policy Changes

(continued from page 2)

9. We urge the farm leaders gathered together in this conference immediately to acquaint the farmers in their respective communities with the urgency of this problem and to bring about wide-spread discussion of it.

10. We request the National Grange, the American Farm Bureau Federation and the National Council of Farmer Cooperatives immediately to call a nation-wide conference of farm leaders selected through regular channels of their own organizations, to confer at an early date in Washington, or some other convenient place, for the purpose of mobilizing the great strength of the farm people to achieve these most needed results.

In presenting to the public this picture of the plight of agriculture, and our conception of some needed reforms we approach the problem without dogma and with the recognition that this is only an imperfect presentation of some things but not all of the things which must be done to save the farm people of this nation.

## Field Day on June 12

Farmers' Field Day, in which the School of Agriculture of the Pennsylvania State College is host to all who are interested in agricultural affairs, will be held this year on Thursday, June 12.

The program for the day will be built around tours of the agricultural experiment station during which recent results of experiments and research projects under way will be viewed and explained. Facilities will be furnished so that visitors may picnic in the grove, and present plans include music by a farm boys' band and a speech by a leader of importance in agricultural life.

## Death Overtakes "Elsie"

Elsie, perhaps the world's best-known cow, died recently following an accident. This is the cow which was featured in the Borden exhibit at the New York World's Fair and also appeared in a Hollywood movie.

While enroute to a movie theater where she was to be milked as a publicity feature, the truck in which she was being transported collided with another.

## Price Hearing Expected in New York Market

A hearing will be held jointly by the Federal and New York governments to consider price changes in the New York milk market, according to recent reports. No date has been set but it is anticipated that it will be held late in May.

Producers or dealers, or their representatives, may draw up and present proposed amendments to

the marketing order. These proposals are correlated and put in more definite form by officials in charge of the marketing agreements. The amendments are then discussed at the public hearing, following which they are put in final form and submitted to producers for their approval or disapproval. After approval by the proper majority the amendments then are declared adopted and the effective date set jointly by the Federal and State authority.

We don't need our wants and  
We don't want our needs.

## Another DE LAVAL MILKED CHAMPION

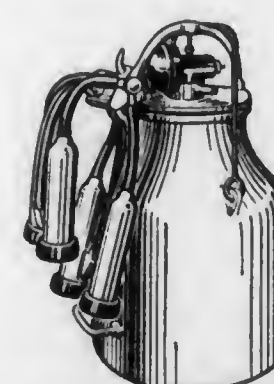
Sybil Bessie Bell, owned by Mr. Jake Tiedema, Bozeman, Mont., made her record as National Champion Senior 4-year-old Jersey milk producer with De Laval Magnetic Speed way milking.

**SYBIL BESSIE BELL  
CHAMPION SENIOR 4-YEAR-OLD  
JERSEY MILK PRODUCER**

SYBIL BESSIE BELL, owned by Mr. Jake Tiedema, Bozeman, Mont., is the National Champion Senior 4-year-old Jersey milk producer, with a record of 16,062 lbs. milk and 834.39 lbs. fat in 305 days on 3-times-a-day milking. She is also second highest National Jersey butterfat producer. This great record was made with the De Laval Magnetic Speedway Milker.

Mr. Tiedema is completely satisfied with the splendid results obtained through the use of the De Laval Magnetic Speedway Milker, and we in turn are proud to salute another De Laval milked champion and outstanding herd.

Why not have the advantages of De Laval champion-quality milking for your herd—milking that saves time and labor and makes records and bigger profits? Arrange with your local De Laval Dealer for a free trial or mail coupon below.



## THE NEW DE LAVAL STERLING MILKER

A wonderful, lower priced companion to the De Laval Magnetic Speedway Milker. Ideal for small herds. "Simplicity" pulsator has only two moving parts. Provides precise regular milking.

A lot of applesauce—more than 100 million cans of it—is put up annually by U. S. canners, according to the Census.



## NO GUESSWORK WITH DE LAVAL UNIFORM MILKING

The De Laval Magnetic Speedway Milker takes all of the guesswork out of milking. Pulsations are always uniform. Milking speed and action never vary, for pulsations for each unit in use are controlled from one central point at the pulso-pump. There are no adjustments and no changes can be made at the whim of the operator. Whether his judgment is good or bad, every cow is always milked right and in the same uniform manner with the De Laval Magnetic Speedway Milker. It takes the guesswork and worry out of milking.

## THE DE LAVAL SEPARATOR CO., Dept. 6133

New York, 165 Broadway  
Chicago, 427 Randolph St.  
San Francisco, 61 Beale St.

Please send me, without obligation, full information on { Milker { Separator {  
Name .....  
Town .....  
State..... R. F. D. .... No. Cows...



## Pennsylvania Farm Groups Discuss Current Problems

Two meetings of farm groups held at Harrisburg early in April were of outstanding interest. On April 10 the Pennsylvania Association of Cooperative Organizations held its regular meeting and elected officers. The principal speakers on the program were Dr. Roger B. Corbett, director of the agricultural experiment station of the University of Maryland, who talked on the responsibilities of Cooperatives; and Lionel Newcomer, manager of the Berks-Lehigh Fruit Growers Association, who described the program of that organization and its new venture of manufacturing and marketing apple juice.

The meeting also included a discussion of cooperative legislation now before the legislature at Harrisburg, but no recommendations were made on the subject.

Mark N. Witmer of Northumberland county was elected president, succeeding Kenneth Stern who was recently transferred to a position outside the state. R. D. Marshall of Indiana county was elected vice-president, and W. C. Nichols of Cumberland county, secretary-treasurer.

The banquet following the meeting featured a talk and discussion on South America as an agricultural empire and its competitive situation for both American and world markets.

The following day, April 11, the State Council of Farm Organizations met, with an excellent representation of farm organizations from all parts of the state. B. H. Welty, Interstate's president, is also president of this group.

Considerable discussion was held on the ways and means of obtaining for Pennsylvania State College, more adequate appropriations for agricultural research and related needs. Comparisons made with neighboring states show that Pennsylvania State College receives far less in proportion to population and state wealth. The advisability of ear-marking appropriations for agricultural research was stressed and plans laid to bring this necessity to the attention of the legislators.

The Council asked the Executive Committee to study the problem of farmer-labor relationships and to make recommendations on this subject to the next meeting of the Council. It was emphasized that better understanding between the two groups is essential in facing not only our current problems but the post-war adjustments which are likely to be severe.

The proposal made at a previous meeting of the Council, that an advisory committee to the School of Agriculture and Experiment Station at State College be set up, was acted upon with the election of twelve men to this committee, as follows: B. H. Welty, Franklin county; Mark N. Witmer, Northumberland county; H. L. Seeley, Tioga county; Gilbert Watts, Blair county; Guy Smith, Erie county; George Schuler, Berks county; Gene Samson, Lawrence county; J. A. Runk, Huntingdon county; Fred Cook, Beaver county; Francis Reiter, Allegheny county; and J. R. Henderson, Washington county.

The Council went on record as opposing any amendments to the state cooperative acts which would limit the rights and privileges of cooperative organizations.



Samuel Rishel, in his cowboy costume and mounted on his pinto pony, wins a place in the Review picture contest for his dad, Reed Rishel, Alexandria, Pa.

### Young Calves Do Best When Kept Off Pasture

Too often pasture grass is considered an ideal feed for young calves, and they are turned out as soon as the grass gets green.

R. H. Olmstead, Professor of Dairy Extension at Pennsylvania State College, reminds us that large cows are better milk producers on the average than small cows. To obtain large cows, he says, it is necessary to keep calves growing and in a thrifty condition. Many calves that are started well get their first setback when they are turned on pasture while yet too young.

Dairymen who have been most successful in growing out young

stock do not turn on pasture until the calves are approximately 12 months old. Even then they are not given a quick change from dry feed to pasture. Some grain and hay feeding is continued for several days until the heifers become accustomed to pasture grass.

Yearling heifers will make good use of pasture grass and will need no extra feed after they become accustomed to it and are eating it in large amounts. As the season advances, however, feeding conditions may become unfavorable because of dry weather. In that case, hay and some grain may be necessary to keep the heifers from becoming thin and stunted. The wise feeder will watch his heifers closely during the summer and keep them in a thrifty growing condition, Professor Olmstead says.

### Do These Three Things—Clean Utensils Assured

The proper cleaning of dairy utensils requires three steps, (1) rinsing immediately after use, (2) thorough cleaning with an alkali dairy cleanser in hot water, and (3) sterilization. The importance of these three steps can not be over-emphasized and has been called to the attention of dairymen time and again.

The prompt rinsing with water not warmer than about body temperature (cold water may be used) removes the free milk without coagulating or setting the minerals or casein in it. This rinsing is most effective immediately after using the utensil.

The washing with hot water, in which a good alkali cleanser (never use soap) has been dissolved, insures the loosening and removal of all visible dirt. A light rinse should follow immediately to remove all traces of the cleanser.

The sterilizing may be done with live steam or HOT water (close to the boiling point) with contact for at least 30 seconds. Or it may be done with special sterilizing preparations with a chlorine base (several such reliable products are advertised in the Review). This type of sterilizing may be done either after the washing or just before use at the next milking.

A special warning is in order not to confuse "sterilizer" and "disinfectant." The sterilizer should be one especially prepared for dairy utensils, while a disinfectant is usually of strong taste and odor, frequently poisonous, and is designed for use on stable floors, walls, etc. Its use on utensils would result in tainted milk.

### Judges and Program Announced for Dairy Show

Plans for the 1941 National Dairy Show, which will be held at Memphis, Tenn., October 11-18, are under way. The judges and judging dates of the various breeds of dairy cattle have been announced, with Ayrshires being judged October 13-14 by John Cochrane, Chadds Ford, Pa. Guernsey judging dates are also October 13-14, with George Newlin of Farmington, Mich., the judge, and Guy Harmon, Queenstown, Md., associate judge.

Tom Dent of Woodstock, Ontario, Canada, will judge Holsteins on October 14-15. E. N. Hansen of Ames, Iowa, will judge Brown Swiss on October 15-16, while the Jerseys will be judged on October 16-17 by C. S. Rhode of Urbana, Ill., assisted by Ted F. Fansher, Kansas City, Mo.

### Better Dairy Sires Aim of Maryland Dairymen

Dairymen from the Eastern Shore of Maryland have literally taken the bull by the horns in order to make it possible for commercial dairymen of the State to obtain pure bred bull calves out of high producing dams with official records, and at prices that are within the reach of all farmers.

Heretofore, many farmers have used as herd sires, grade or pure bred bulls with no records or, at best, poor records. The offspring of such bulls are seldom anything but poor producers, a liability to their owners.

Instead of just talking about it, the county agents of Caroline, Kent, Queen Anne's and Talbot Counties, Messrs. Clendaniel, McVean, Miller, and Brown, decided to do something about it. Through their efforts, combined with those of progressive dairymen and breeders of the four counties, the Maryland Herd Sire Improvement Association was formed and is now in operation.

A brief outline of the plan is that a group of breeders from the four major dairy breeds, Guernseys, Holsteins, Jerseys and Ayrshires, have agreed to offer bull calves meeting the high requirements of production and health laid down by the Association, at prices that make it financially possible for every farmer and dairyman to own a good pure bred bull for his herd sire.

There is no cost attached to becoming a member of the Association for the work is being carried on through the county agents of the State and with the cooperation of the Extension Service of the University of Maryland.

At this writing, the membership

is composed of dairymen and breeders who are residents of these four counties but it is available to residents of all counties in Maryland whose county agents wish to cooperate. Inquiries should be addressed to the county agents or if full information is not available from your own county agent, address the Association's central office, care of the County Agent's Office, Centerville, Md.

### Sheffield Completes Century of Service

Early in April Sheffield Farms Company celebrated an occasion such as has been the privilege of few American business firms. At that time it held a dinner for dairy, business and civic leaders in commemoration of the one hundredth anniversary of the start of the business which has grown into the present firm, one of the largest milk distributors in New York City.

The present company is the result of combinations and mergers of several smaller companies, the oldest of which was started in the spring of 1841 by one Thompson W. Decker, who chose to remain in New York and supply fresh country milk (instead of milk from cows kept in town and fed brewery wastes) to its citizens rather than become an exploring pioneer of the West.

A booklet "The Pioneers Who Stayed at Home" published and distributed upon the occasion of this anniversary dinner, describes many of the high lights of the century of dairy development.

### Sussex County a Modified Bang's-Free Area

Included among the 45 counties recently classified as modified accredited Bangs-free areas is Sussex county, Delaware. To obtain this distinction the percentage of reactors to the last complete county-wide test must not exceed one percent of the cattle tested, and the number of herds in which any infection is found must not exceed five percent of the total number of herds tested.

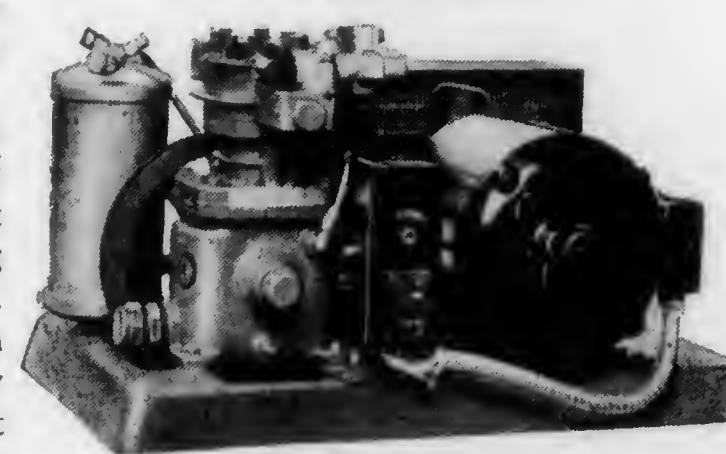
It is also required that all reactors found in the test be removed from the herds for slaughter and affected herds be placed in quarantine, with retests of those herds at proper intervals.

Area testing for this plan is being conducted in 200 additional counties in 21 states.

The milk equivalent of all dairy products consumed per person in the United States in 1939 was 97.9 gallons (842 lbs.). This is the highest on record.

## For Every Dairy COOLING REQUIREMENT

M & E Automatic Refrigerating Compressors bring modern, profitable, low-cost cooling and storage to all farms, large or small. Electric motor or gasoline engine powered, heavy-duty compressors in models and capacities to meet all requirements. Equipment that quickly earns its cost by protecting quality and profits—preventing waste.



M&E Model 20-25-33  
2 Cylinder, 1 1/2" Bore, 1 1/4" Stroke  
1/5-1/4-1/3 HP Motor

We will be glad to mail you catalogs and full information

**MERCHANT & EVANS CO.**  
Philadelphia, Pa., U. S. A. Plant at Lancaster, Pa.



85% of the bacteria that get into milk and cause "rejects" come from improperly handled utensils. Protect YOUR milk by disinfecting utensils with DIVERSOL... just as your dairy does in their own plant. DIVERSOL is easy to use... simply dissolve in hot or cold water. Will not rust utensils. Approved by Health Authorities. Remember... a single "reject" may cost you more than a year's supply of DIVERSOL. Order from your hauler, today. **THE DIVERSEY CORPORATION • Chicago, Ill.**

A wealth of experience is one possession that has not yet been taxed.



# Spring Markets Stronger

**W**ARM WEATHER during April, combined with greater business activity, has given strength to some of our markets and the seasonal increase in supplies does not, therefore, seem burdensome. Cream markets are showing unusual strength with quotations now about \$4.00 per 40-quart can over a year ago and butter is 6.75 cents per pound higher. Evaporators are paying better prices with premiums prevailing in many areas, while fluid sales are generally better.

The production rate is continuing its increase. Inter-State reports covering about 4800 producers showing 258 pounds per dairy per day in March—18 pounds or 7.5 percent over a year ago and 4.45 percent over the February, 1941, production rate.

A USDA report indicates a daily production per cow in New Jersey of 19.6 pounds as of April 1, as compared with 19.5 pounds one year earlier. Corresponding figures for Pennsylvania are 18.1 pounds this year, 17.8 last year; and in Maryland 15 pounds as compared with 15.7 last year. Delaware figures are not available. The average for the country was 14.84 pounds, up about .4 pound from last year.

Fluid milk consumption figures show an average daily increase of 4.27 percent in March over one year earlier, according to the Milk Industry Foundation report, compiled

from leading distributors in 152 markets of the country. No figures for the Philadelphia market only are available. Milk company payrolls for the country were down 1.53 percent in March and employment was down 1.39 percent from a year ago.

Milk prices in city markets are not showing the usual spring downward trend in spite of the increased production. Instead there have been some price rises, as in some Connecticut markets with the Class I price up from \$3.23 to \$3.58 on Class I, 3.5 percent milk; and Akron, Ohio, up 35 cents to \$2.60 on Class I, 3.5 percent. Retail prices advanced one cent per quart, to 15 cents in Connecticut and 12 cents at Akron. New Orleans had an 8-cent advance and Macon, Georgia, a 24-cent advance with a change in fat differential. The Class I price in New York, as per Federal-State agreement, was reduced 20 cents in April and in Dallas, Texas, a 12-cent reduction was effected on part of the supply.

Cream prices have continued to improve since March, reaching \$16.50 to \$16.75 per 40-quart can of 40 percent cream for the week ending April 19. In terms of 4 percent milk, this is equal to \$2.00 to \$2.03 per hundred pounds as compared with the Pennsylvania Milk Control Commission price of \$1.85 for Class II, f.o.b. Philadelphia, with no allowance for cost of separating or handling or the value of the skim-milk.

Butter prices, which averaged 33.23 cents for 92-score at New York in April, were 5.33 cents better than a year ago. With Class II and III prices based on butter this means higher prices of 26 and 21 cents per hundred pounds, respectively, for milk so used. The Montreal, Canada, butter price was 26.92 cents a pound on April 26.

Butter storage supplies on April 26 totalled 9,222,000 pounds in the 10 leading markets, as compared with 3,742,000 pounds on the same day last year.

Business conditions in Philadelphia and vicinity, according to "Business Review" issued by the Federal Reserve Bank of Philadelphia, continue to show steady improvement. Employment in Pennsylvania averaged during February 120 percent of the 1932 figure while payrolls reached 188 percent—in both cases the highest since 1937. Compared with January, February employment in Philadelphia was up 2 percent, payrolls were up 7 percent, while employment was ahead of

February, 1940, by 14 percent and payrolls were up 33 percent. In Altoona the advance was less pronounced. Wilmington, Delaware, had a February employment increase of 15 percent and a payroll increase of 33 percent over a year earlier, while Lancaster, Pennsylvania, had no improvement in employment but a 12 percent rise in payrolls.

Farm wages are also on the up trend. As of April 1, Maryland farmers were paying the highest wages since 1931 with the labor supply 70 percent and the demand 95 percent of normal. In Delaware there was also a 70 percent normal supply but the demand was 97 percent of normal. These figures are from the Federal-State crop reporting service. The National level of farm wage rates increased 14 points during the first three months of 1941—a 2-point increase is normal—lifting April wage rates to 138 percent of the 1910-14 average, the highest since January, 1931. This represents a rapid shift in the farm labor supply-demand situation.

Butter and cheese production, continue heavy, being 7.5 and 9.8 percent, respectively, ahead of March, 1940. March production of butter was 149,690,000 pounds and of cheese, 44,635,000 pounds. The three-month totals show butter 5.5 percent and cheese 11.7 percent ahead of 1940.

Total dry milk production showed a slight increase in March over March, 1940. The output of dry whole milk was up 1,900,000 pounds, dry buttermilk was up 200,000 pounds, and dry skim milk production was down 1,700,000 pounds. As to the storage situation, the dry whole milk supply was about the same, the dry buttermilk supply was up about 4,500,000 pounds and there were about 7,000,000 pounds more dry skim milk on hand. The wholesale price of dry whole milk was 16.71 cents in March, up .26-cent from a year ago; dry skim advanced .27-cent to 5.95 cents per pound; and the dry buttermilk price dropped .12 cent to 4.92 cents per pound.

Evaporated milk production in March was 204,000,000 pounds, up 2 million pounds or 2 percent from March, 1940. A similar percentage gain was recorded for the three-month period. The storage supply, however, was 21 percent less on April 1 than a year earlier, the amount on hand being 136,000,000 pounds which was 40,000,000 pounds less than on March 1, 1941.

The import - export situation

shows little change from recent months with the drastic reduction of cheese imports continuing and the casein importations remaining about steady.

Feed prices in April were generally higher than in March as indicated in the table on Page 6. All feeds listed ranged from 1.26 percent to 8.53 percent higher—except brewer's grains which were down 2.81 percent. As compared with April, 1940, however, most feeds are still slightly lower in price, reductions ranging from 4.17 to 18.53 percent; mixed dairy ration (16%) being up 2.48 percent and corn meal was 11.36 percent higher.

APRIL, 1941, BUTTER PRICES			
92 Score, Solid Pack			
Date	Philadelphia	New York	Chicago
1	34 1/2	33 1/2	32 3/4
2	34 1/2	33 1/2	33
3	34 1/2	34 1/4	33
4	34 1/2	33 3/4	33 1/4
5	33 1/4	32 3/4	32 1/4
6	33	32 1/2	32
7	32 1/2	32	31 3/4
8	33	32 1/2	32
9	33	32 1/2	32
10	33	32 1/2	32
11	33	32 1/2	32
12	33 1/4	32 3/4	32 1/4
13	32 3/4	32 1/4	31 3/4
14	32 3/4	32 1/4	31 3/4
15	33	32 1/2	32
16	33 1/4	32 3/4	32 1/2
17	33 1/4	33 1/4	32 1/2
18	33 1/4	33 1/4	32 1/2
19	33 1/4	33 1/4	32 1/2
20	33 1/4	33 1/4	32 1/2
21	33 1/4	33 1/4	32 1/2
22	33 1/4	33 1/4	32 1/2
23	33 1/4	33 1/4	32 1/2
24	34 1/4	33 1/2	32 3/4
25	34 1/4	33 3/4	33
26	34 1/2	34	33
27	34 1/2	34 1/4	33 1/4
28	34 1/2	34 1/4	33 1/4
29	34 1/2	34 1/4	33 1/4
30	34 1/2	34 1/4	33 1/4
Average	33.73	33.23	32.54
March, '41	32.08	31.58	30.79
April, '40	28.29	27.90	27.10

## Meeting Calendar

May 9—Guernsey Field Day, sponsored by the Del-Mar-Va Guernsey Breeders Association—Fair Grounds, Salisbury, Md.  
May 20—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.  
May 22—Wilmington Inter-State Milk Marketing Committee—Newark, Del.  
May 27—Altoona-Huntingdon Inter-State Milk Marketing Committee—Holidaysburg, Pa.  
May 27—Trenton Inter-State Milk Marketing Committee—19 W. State Street, Trenton, N. J.  
June 12—Farmers' Field Day—Pennsylvania State College.  
August 4-6—Pennsylvania Country Life Conference—Indiana, Pa.

The life cycle of the Japanese beetle and methods of controlling it while in the grub stage are described in the new farmers' bulletin "The Japanese Beetle and Its Control," published by the United States Department of Agriculture.

The new Swedish cook, who had come into the household during the holidays, asked of her mistress: "Where bane your son? I not seeing hem 'round no more."  
"My son?" replied the mistress, proudly. "Oh, he has gone back to Yale. I miss him dreadfully, though."  
"Yes. I know yoost how you feel. My brother, he bane in yail six times sence Thanksgiving."

## New Testing Association Starting on Shore

A dairy herd improvement association is being organized by dairy-men of Worcester, Wicomico and Somerset counties in Maryland, and Accomac county, Virginia, to start work June 1. There are still openings for 3 or 4 members and it is hoped that they will be taken by Inter-State members. This will furnish an excellent chance to check up on the individual cows in the herds, finding and labeling both the good and the poor.

## Bangs Test Completed in Huntingdon County

Huntingdon County, Pa., has been entirely covered once, with the exception of a few herds, in the area test for Bang's disease.

Of 16,000 cattle tested, 562 were found diseased and were removed from the herds. The herds in which reacting animals were found will be retested within about three months. A few herds that were unintentionally missed will be tested without charge, provided the owners made application for such test before May 1.

American hens annually lay more than 18 dozen eggs for each person, according to the 1940 Census. A substantial portion of these is consumed by industry.

He who knows, and knows he knows, is wise—follow him.  
He who knows, and knows not he knows, is asleep—wake him.  
He who knows not, and knows not he knows not, is a fool—shun him.  
He who knows not, and knows he knows not, is a child—teach him.

## Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during March, 1941.

Farm Calls	1256
Non-Farm Calls	190
Butterfat Tests	3540
Plants Investigated (first half Mar.)	27
(second half Mar.)	17
Herd Samples Tested	327
Brom Thymol Tests	416
Microscopic Tests	223
Membership Solicitations	171
New Members Signed	31
Local Meetings	3
Attendance	340
District Meetings	10
Attendance	638
Committee Meetings	9
Attendance	92
Other Meetings	17
Attendance	416

## LO-BAX for Low BACTERIA COUNTS



Get this quick-killing chlorine bactericide for dairy use!

Comes in concentrated, quickly-soluble powder form that will not lump or freeze. Packed in 1 3/4 lb. screw-cap bottles.

Effective when used by either rinse or immersion method.

### Check These Six Lo-Bax Facts

- ✓ 1. Kills bacteria QUICKLY—no faster killer on the market.
- ✓ 2. Dissolves quickly—makes CLEAR dairy rinse solutions.
- ✓ 3. Contains 50% available chlorine.
- ✓ 4. Does not lose its strength.
- ✓ 5. Solutions effective hot or cold.
- ✓ 6. Easy to use—low in cost.

THE MATHIESON  
ALKALI WORKS (INC.)  
60 E. 42nd St., New York, N. Y.

Write for  
**FREE  
SAMPLE**  
bottle, enough to make  
36 gallons of effective  
dairy rinse solution  
(100 p.p.m.)

## Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

### ELECTRIC FENCES

DAIRYMEN!!!  
GUARANTEED Duplex A.C. and battery electric fences. \$3.60-\$8.40-\$9.60, complete, prepaid. Agents wanted. Hansen Bros., Filer, Idaho.



Here's the last word in dependable, efficient cooling. No other milk cooler offers all these advantages:  
1. Cooler coils built into "icy-walls."  
2. Absolutely smooth interior with rounded corners solves the cleaning problem.  
3. Constant neck-high water level that's automatic—whether one can, half or full capacity is in place.  
4. Automatic circulator-agitator gives quick, even cooling.

SEND POSTAL TODAY for facts on the fastest, most sanitary Milk Cooler on the market.

ESCO CABINET COMPANY  
868 E. Blvd., St., West Chester, Pa.

Milk Cooling PAYS

Civilization had better find a way of doing away with war, or war will do away with civilization.

## FOR PICTURES ENTERED IN THE REVIEW PICTURE CONTEST CASH PRIZES

Prizes: \$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to: Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements of Picture: Clear, Sharp outlines, attractive background. Farm subject that will interest others on its merit.

Description of Picture (Brief)  
Identification of Sender  
(Unused pictures will be returned)



## Director's Meeting

THE Board of Directors of Inter-State Milk Producers' Cooperative held their regular meeting on April 17th. Extensive discussion was held upon market conditions and the advisability of requesting, as soon as practicable, of the Pennsylvania Milk Control Commission, that a hearing on producer prices be held.

The general market situation was discussed by the directors, General Manager O. H. Hoffman, Jr., and Statistician F. P. Willits, Jr.

The matter of mileage allowance for employees on Inter-State business was discussed and the appointment of a committee to study the entire subject was authorized.

The report of a committee appointed to study the apportionment of funds for the use of secondary markets was received and a resolution was adopted which would allocate one cent per hundred pounds of milk for use in secondary markets, with the understanding that if, due to special conditions, such funds would not be sufficient at any time, special arrangements would be made to meet the expenses of markets so affected. It was also provided that there be a maximum balance to the credit of each secondary market and anything in excess of that amount would be transferred to the general account of the Cooperative.

As reported on another page, a policy was adopted which would provide that members affected by quarantine, would, when conditions justified, be reimbursed for the loss of their milk market due to such quarantine.

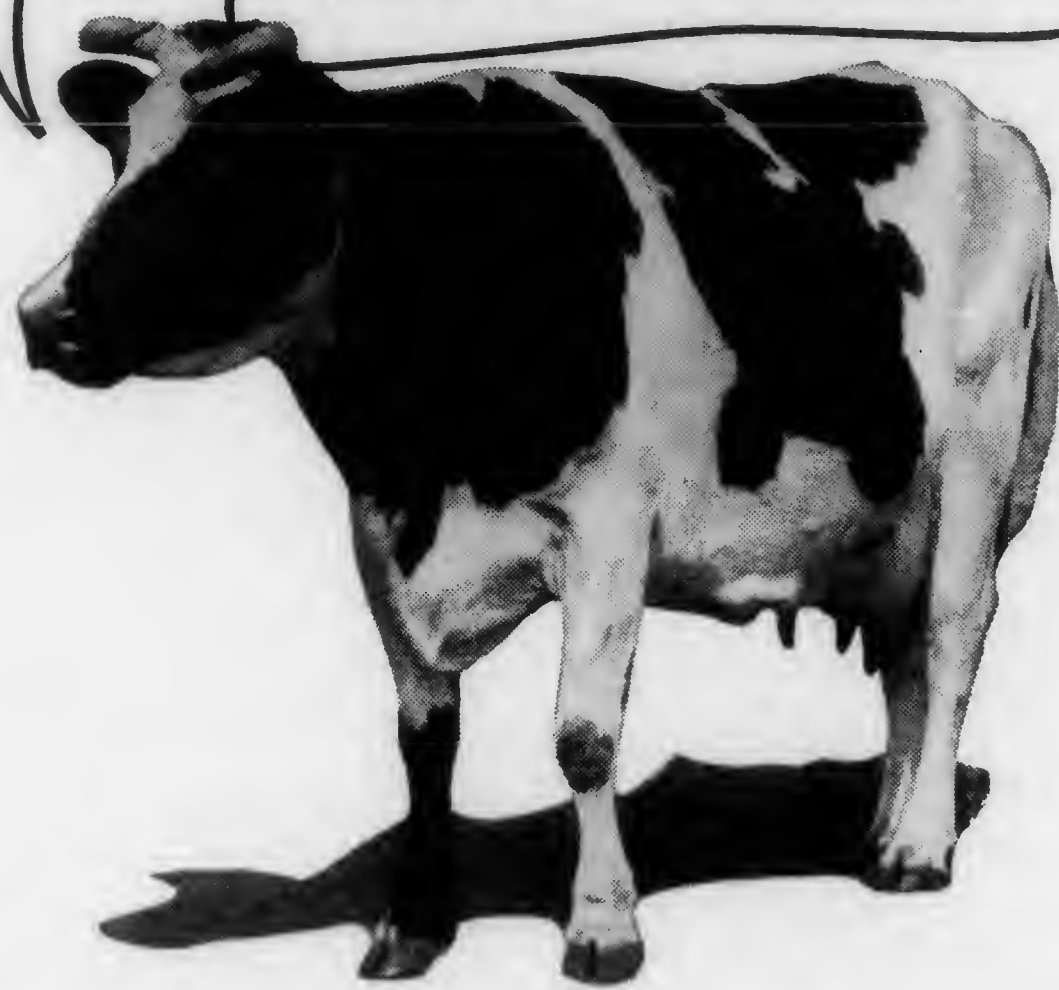
The Executive Committee was instructed to consider any need for redistricting of the Cooperative so as to keep the size of the districts within the limits specified in the by-laws and report to the Board. The same committee was also instructed to investigate the possibility of obtaining for Philadelphia, through Federal assistance, the low cost school milk program which prevails in many cities.

The legislative activities in various states were considered in detail. The need for correction of the "consignment" loop - hole in the Pennsylvania milk control law was considered of paramount importance and every possible move to that effect was urged.

Alvin P.: "My shaving brush is very stiff. I wonder what's wrong with it."

Peggy W.: "I don't know. It was nice and soft when I painted the bird cage yesterday."

**I'D RATHER EAT THAN  
FIGHT FLIES!**



"WE'RE interested in keeping up our milk production during the summer months and the use of a good spray helps," says G. E. Stephenson, a well-known farmer of Poplar Ridge, N. Y. Mr. Stephenson, who specializes in purebred Holsteins, goes on to tell us

why he chose Gulf Livestock Spray:

"We tried several but settled on Gulf Livestock Spray because it was not only a good repellent in the pasture, but we could also use it in the barn without worrying about smelling up the milk."

**YOU CAN MILK RIGHT AWAY  
AS SOON AS YOU SPRAY**

Gulf Livestock Spray:

1. Quiets cows at milking time.
2. Makes milking safer, faster, and easier.
3. Doesn't impart taste or odor to milk.
4. Kills flies, lice, and ticks...repels stable and horn flies.
5. Quiets cows in pasture.
6. Is safe to spray twice a day.
7. Is economical to use.

Follow Easy Directions On Containers For These Results.

**YOU'RE SAFE!**



You needn't worry about swishing tails on your cows. Gulf Livestock Spray will quiet them.

**PROVE ITS EFFECTIVENESS ON YOUR OWN HERD—SATISFACTION  
GUARANTEED OR YOUR MONEY BACK.**

2-Gal. Economy Size **\$1.99** 1-Gal. Handy Size **\$1.19**

also in 5-gal. pails, and in drums.

**GULF LIVESTOCK SPRAY**

For sale by many leading feed stores, milk companies, and Gulf stations.



When buying products advertised on these pages tell the merchant that you saw the advertisement in the Milk Producers Review

# Milk Prodi

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXII

Philadelphia, Pa., June, 1941

No. 2

Library,  
Dept. of Agr. Economics,  
Cornell University,  
Ithaca, N. Y.



**Hoping To Make A Hit**



## Control and Inspection Bills Awaiting Legislative Action

AS WE GO to press there has been no final legislative action taken on any of the measures of special interest to dairymen. The Haberlen bill, H 124, which would bring consignment contracts under the Milk Control Commission and correct several administrative details of the bill, has advanced to the point where, in the normal course of legislative activity, it will likely come up for final reading in the Senate the first week of June.

This entire situation bears out the prediction made by Inter-State's general manager, O. H. Hoffman, Jr., to the delegates at the 1940 Annual Meeting and reported in the December, 1940, issue of the Review that "Added up and coolly surveyed, it appears that the insertion of the word 'consignment' into the act will be considerably more than one day's business in Harrisburg."

### This Bill's History

Reviewed briefly, the history of this act shows that it was introduced in the House and referred to the Committee on Dairy Industries on January 28. It passed its first reading in the House on April 1 and the second reading, April 2. During the following weeks it was recommended to the committee several times, was passed on the third reading, recalled and passed finally on May 19 by a vote of 173 to 18.

Upon reaching the Senate the bill was immediately referred to the Committee on Agriculture, was reported out and passed the first reading on May 22. It was then sent back to Committee, a few minor corrections and amendments were made, following which it was brought out and passed the second reading on May 28.

### Future Procedure

Assuming this bill receives final Senate approval promptly, it will then be referred to the House for acceptance of the Senate amendments, and if these are accepted will go immediately to the Governor. If not accepted, the bill will go before a conference committee, which will be empowered to work out a compromise before submitting the bill to the Governor.

As stated in the May issue of the Review, the holding of hearings for price increases to producers was being held up pending action on this piece of legislation. Should the legislature fail to act on this bill, Inter-State will immediately push

for the adoption of Senate Bill 343, which has passed the Senate and is now in the House Committee on Dairy Industries. This bill would also bring consignment under control of the Milk Commission but does not include several of the administrative changes that are found in the Haberlen bill.

The bill which would amend the milk sanitation laws, H 481, as reported previously, passed the Lower House in March and, upon reaching the Senate, public hearings were held, following which extensive changes were made. In its original form this bill would repeal existing municipal ordinances and prevent enactment of further ordinances that were not in accord with the state dairy inspection law. As amended in the Senate the bill provides for a Dairy Advisory Council, with its personnel selected from the various branches of the industry, as well as including health officials. This Council would have the power to review municipal milk ordinances and to hear grievances from either producers or dealers resulting from inspections made under state law or municipal ordinances.

### In Conference Committee

The amended bill passed the Senate on May 13 and, since the House refused to concur in these amendments and the Senate insisted upon them, the bill is now before a conference committee which, as yet (May 29), has made no report. If the committee can not agree, it appears that this measure will become dead for this session.

The "sausage" bill, H 960, which would permit the use of milk powder

in the manufacture of sausage, has passed the Lower House and has advanced through the first reading in the Senate. As mentioned previously, Pennsylvania is the only state in the country which outlaws the use of dry milk in the manufacture of sausage.

(Our Pennsylvania sausages won't have milk powder in them. This bill was passed with "milk powder" still listed as an adulterant of sausage, in spite of efforts to have the law amended so as to remove those two words from the section defining adulterants.)

Of the many measures introduced in the legislature to repeal the Eccles Relief Milk Act, only one, H 1521, has shown any progress, it having passed the second reading in the Lower House on May 22. A similar bill in the Senate, S 554, was recommitted to the committee.

The School Milk Bill, S 51, introduced by Senator Kephart of Philadelphia, which would empower first-class school districts to buy foods including milk, for underprivileged pupils in schools, has passed the Senate and is now in the House Committee on Education.

### Delaware Bill Killed

The Delaware Legislature adjourned without taking any action on the McDowell Bill, which provided for the licensing and bonding of milk buyers. This bill also would have extended protection to producers against loss due to incompetence or fraud in the weighing, measuring, sampling and testing of milk purchased from producers in that State. It was stated that repeated efforts to get this bill out of Committee failed, thus not giving the legislators a chance to assert themselves on it.

Mr. Smith: "Your wife used to be so nervous, now she doesn't seem to show a sign of it. What did you do for her?"

Mr. Brown: "That was easy; the doctor simply told her nervousness was a sign of age."

Lady: "Conductor, does this train stop at San Francisco?"

Conductor: "Well, if it doesn't there's going to be a whale of a splash."



Frances Anthony of Centreville, Md., is a lucky girl to have a pony like Duke. Very few city girls ever have such good fortune.

## A House Divided Against Itself

is, according to Holy Writ, in an extremely bad fix. Last night, after the President had completed his recital of the awful gravity of our present national situation and had announced his proclamation of unlimited emergency, I lost some little sleep about things he did not mention.

When the first World War began we were primarily the American people. True, some of us were farmers, some of us were mechanics, carpenters or miners, others were business men, doctors or preachers and some of us were saints while more of us were sinners, but when we entered that other war we were all Americans and had neither smoldering hates for one another nor any loyalties which came before our loyalty to country.

Things are different today. There appears to be a growing occupational cleavage. If a business man sees the world through other than the spectacles of industry his associates wag their heads about him and avoid him as an "arch liberal" and a traitor to his class. If a "worker" (I don't like that word so used. To me all men are either workers or drones.) takes other than the "worker's" view, he becomes a "scab" and runs the risk of getting his head broken for daring to think for himself. Today there is, too, the "farm bloc," and if a farmer dares think too differently from his neighbors, or see things from other than the

standardized viewpoint, he stands in some danger of being branded as a traitor to his group.

Apparently, today the accepted way of life is first to be a loyal industrialist, a loyal worker or a loyal farmer and then after one's obligations to his occupational group are fulfilled, comes one's obligations to conscience, to country and to God.

Not honor, nor character, nor patriotism nor the Godly way of life are fostered under such a system and there seems little point in fighting for individual liberty, the right of free speech and the right to worship God in accordance to one's conscience if blind group loyalty transcends these things which are but the elements that constitute democracy itself. Why fight for democracy if one surrenders these?

Surely now is the time, if ever, to set our loyalty as Americans above all other loyalties and to lay aside our mad devotion to "class" or group.

*O. H. Hoffman Jr.*

## Price Hearings Expected Soon

EVERY EFFORT is being exerted by Inter-State to get the legislative calendar on milk control cleared in order that there may be no legal difficulties confronting the Milk Control Commission in holding a price hearing and issuing orders which will adjust producers' prices in line with present conditions.

Principal efforts are being directed toward the passage of Bill H124, which, as mentioned on another page, is expected to come up before the Senate for a third reading at an early date (we hope before this issue of the Review reaches you). Passage of this bill would bring consignment contracts under the Milk Control Act and prevent the evasion, by that means, of producer prices specified in any order the Commission may issue. The passage of that bill before the hearing is held, should also avoid any question as to the legality of an order issued on the basis of a hearing that might have been held before the act was amended but the order not becoming effective until after that time. The situation confronting producers is such that every practical effort

should be made to avoid legal entanglements and delays on such points.

Should the legislature fail to pass this particular bill, Inter-State's first alternative will be to push for the passage of the Heyburn bill, S 343, which is now before the Lower House, having already passed the Senate. This bill corrects consignment and makes a few minor administrative changes.

Should both these measures fail, then Inter-State will feel compelled to act according to the situation as it shapes up when these facts become evident, or when the delay seems to become unnecessarily costly.

In any event, the officials of your organization are pressing for action and have informed the Milk Control Commission, as outlined on page three of the May Review, of the need for hearings, and asked the Commission to make all preparations possible for such hearings as soon as the legislative situation clears.

In the meantime, evidence is being collected by Inter-State which supports the position of asking for a

price raise for producers. These studies include evidence and data on crop conditions, the temperature and moisture situation over the milk shed and, especially, the labor situation. On this, attention is being given three major points; (1) the supply of farm labor, (2) the quality of labor available, and (3) its cost.

Inter-State is keeping in mind in all this work the extreme importance of maintaining a price level for milk which will permit milk producers to continue their operations and, further, which will permit milk production at least to hold its own against other types of farming and other work to which milk producers or their employees may be attracted.

The establishment of a dairy business on a farm is a long-time proposition and once herds are dispersed and equipment disposed of, at least on any extensive scale, there may arise an acute milk shortage at a time when the health and nutrition of our nation can least afford it. Such a development would have a decidedly bad effect on the longtime agricultural economy in any fluid milk area.



## INTER-STATE MILK PRODUCERS REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phones, Walnut 3040—3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

### Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

F. P. Willits, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Assistant Treasurer  
O. H. Hoffman, Jr., General Manager  
A. Evans Kephart, Counsel  
F. P. Willits, Jr., Statistician

#### District

##### Directors, 1940-41

1. Alvin K. Rothenberger, Worcester, Pa.
2. Frederick Shangle, Trenton, N. J. R. 2
3. J. M. Wheatley, Federalsburg, Md.
4. J. W. Keith, Centerville, Md.
5. Fred W. Bleiler, New Tripoli, Pa., R. 1
6. H. K. Martin, Goodville, Pa.
7. Furman H. Gyger, Kimberton, Pa.
8. J. Leslie Ford, Newark, Del.
9. \*Ralph E. Bower, Chesapeake City, Md.
10. \*E. M. Crowl, Oxford, Pa.
11. Fred A. Walls, Harbeson, Del.
12. H. B. Stewart, Huntingdon, Pa., R. 4
13. \*Howard W. Wickersham, Keltom, Pa.
14. M. L. Stitt, Port Royal, Pa.
15. Jos. S. Briggs, Yardley, Pa.
16. John Carvel Sutton, Kennedyville, Md.
17. \*Kenzie S. Bagshaw, Hollidaysburg, Pa.
18. Coy E. Meerkle, Everett, Pa., R. 3
19. A. R. Marvel, Easton, Md.
20. \*Charles R. Hires, Jr., Salem, N. J.
21. \*B. H. Welty, Waynesboro, Pa., R. 4
22. D. E. Witherspoon, Chambersburg, Pa.
23. Honorary Life Member—F. P. Willits, Ward, Pa.

\*Member of Executive Committee

#### FIELD DEPARTMENT

1. Ralph Zollers, Philadelphia, Pa., Director
2. C. E. Cowan, Lancaster, Pa., Asst. Director
3. C. Reynolds, Denton, Md., Asst. Director
4. E. P. Bechtel, Trappe, Pa.
5. J. J. Camp, Roaring Spring, Pa.
6. E. C. Dunning, Chambersburg, Pa.
7. Floyd R. Ealy, Broomall, Pa.
8. Clayton L. Keener, Nottingham, Pa.
9. H. D. Kinsey, Quakertown, Pa.
10. J. T. Plummer, Lewistown, Pa.
11. Louis F. Tomey, Centerville, Md.
12. D. W. Winter, Glenside, Pa.

#### SECONDARY MARKET MANAGERS

- Altoona - Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118-M  
Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977  
South Jersey—Floyd R. Ealy, County Extension Office, Woodbury, N. J., Box 334, Phone 800  
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083  
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

### Inter-State Medal Won by G. W. Stevens

G. W. Stevens won highest honors in the "clean milk production" contest conducted annually in connection with the Penn State Dairy Exposition, which was held at Pennsylvania State College on May 10. This show is sponsored by the State College chapter of the American Dairy Science Association and is staged by dairy husbandry students.

Stevens won the gold medal which was awarded by the Inter-State Milk Producers' Cooperative, and which was presented to him by Kenzie S. Bagshaw, a director and

member of the Executive Committee of the Cooperative. In addition, Stevens' name was engraved on the silver cup preserved in the trophy case in the Dairy Building.

Other winners in this contest were: second, Martin Miller; third, Nelson Leet; fourth, John C. York. Glen Stevens, whose home is Angels, Wayne county, Pa., is a sophomore in State College, majoring in dairy production, and as a help in working his way through college milks test cows on a night shift at the college dairy barn.

In the fitting contest held in connection with this student dairy show he also took first place in fitting Guernseys and reserve championship in the entire contest.

The co-ed milking contest at the same exposition was won by Emily Dennis of Boyd's Mills, Pa., who won out over six other girls when she drew 5.8 pounds of milk in two minutes.

### 27 Percent Normal Rainfall April 7 to May 26

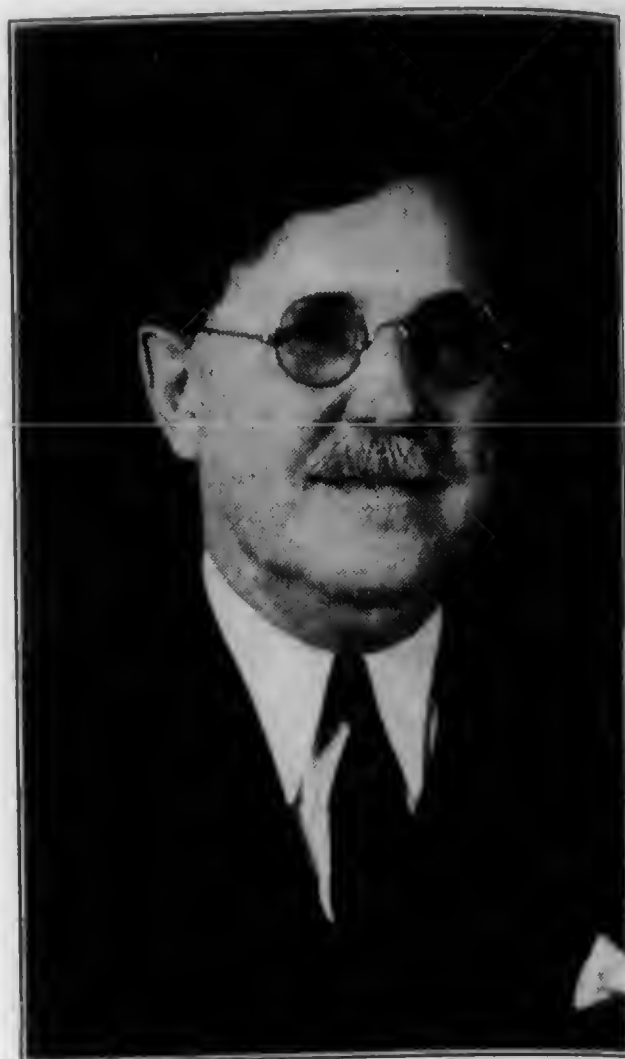
Weather conditions thus far in 1941 have been unusual in many respects. Reports from the Philadelphia weather bureau office reveal that 1941 rainfall, up to and including May 26, was only 11.18 inches, which is 4.59 inches below normal. Of this deficiency 3.76 inches has accumulated since April 6. During this spring period there have been only 1.39 inches of rain at Philadelphia—.73 inch in the last 24 days of April and .66 inch in the first 26 days of May.

Combined with this unusually small amount of rainfall we have been having unusually warm weather, with the average daily temperature during April being 7.1 degree above normal, or an accumulation during the month of 214 degrees of excess temperature. In the first 26 days of May the excess temperature totaled 70 degrees, or about 2.7 degrees above the average daily normal temperature.

The conditions of hay crops and pastures are well known to Review readers, and every milk producer in the area is aware of what this is likely to mean in terms of reduced feed supplies.

This situation lends added strength to the demand that our Milk Control Commission give attention as soon as possible to the matter of price adjustment which our milk producers are needing.

The U. S. condensed and evaporated milk industry annually turns out \$210,000,000 worth of products, according to the Census Bureau.



**August A. Miller**  
1867-1941

On Sunday, May 4, 1941, death took from us August Appleton Miller, who, for many years, served as editor and business manager of the Inter-State Milk Producers' Review and as assistant secretary of the Inter-State Milk Producers' Association. Mr. Miller, born January 17, 1867, was 74 years of age at the time of his death, which resulted from a series of paralytic strokes.

"Gus," as he was known to his fellow employees at Inter-State, is survived by a son, Alan H. Miller, and a daughter, Mrs. Margaret Bach, both of whom live in Penn Wynne, Pa. Mr. Miller's home at the time of his death was in Brookline, Pa.

A graduate in chemistry at the University of Pennsylvania in 1889, Mr. Miller had served as editor of the Philadelphia Press and of the trade paper Iron Age, and had also been secretary of the Stove Manufacturers' Association previous to joining the Inter-State staff in 1920. He was hard working and popular and, following a period of poor health, found it necessary to resign in 1933 in order to recover his health.

All of our life we've been hearing that the world is just on the verge of falling to pieces, and every morning we get up and look out the window, and there it is.

We like the man whose impulse it is to say yes much better than the one whose impulse it is to say no, but the trouble is that the former never has anything to lend.

### Woodstown Boys Win State Judging Contest

For the second year in a row the milk judging team from the Woodstown, N. J., High School won first honors in the milk judging contest, held annually in connection with the state's annual livestock judging competition for vocational agriculture students. These boys were George Coombs, Henry Stanley and Jay Williams. Stanley was second highest individual in the entire contest, with Williams in eighth place and Coombs, 12th. The Woodstown boys were trained by Philip Alampi, agricultural instructor.

Wm. Saunderman of Salem proved himself the best milk judge among all the vocational agriculture boys in the contest, winning first place in that event.

In again winning this honor the Woodstown team will represent New Jersey at the Eastern States Exposition in Springfield, where last year's team took top honors. They later won second place in the national competition for high school judging teams, this contest being held at Kansas City.

### Richard Phillips Goes To National 4-H Club Camp

In another two weeks approximately 200 boys and girls from all parts of the country will assemble at Washington, D. C., for the 15th annual National 4-H Club Camp. This Camp invites four representatives, two boys and two girls, from each state and also from certain outlying possessions of the United States. Each young person so honored is selected by his state 4-H club leaders on the basis of performance and leadership ability in his 4-H club work.

At the 1941 Camp, Richard Phillips, son of Mr. and Mrs. E. Carroll Phillips of Middletown, will be one of the Delaware representatives. Richard was president of the Middletown 4-H Club last year and is now serving as vice-president of the club. He has carried out projects in corn, poultry and dairy work, was graduated from high school last year and is active in community affairs. Other Delaware representatives at this Camp will be Alberta Pordham of Middletown, Sue Webb of Greenwood and Lister Hall, Jr., of Frederica.

The Maryland representatives at the Camp include: Ann Lee Topton of Poolesville, Lucinda Holloway of Hurlock, Wm. I. King of Gaithersburg and Paul Duke, Jr., of Clinton.

The young folks who will represent New Jersey are: Dorothea S. Potts of Kingston, Bernice M. Garrigus of Morris Plains, Leroy

Hardenburg of Flemington and Harry B. Stout, Jr., of Belvidere.

Pennsylvania's representatives will be Mary Kane of Greennock, Lucile Whitmer of Sunbury, Richard Lefever of Lancaster and Edward Kosa of Ulysses.

### Jersey 4-H Folks Hold Church Day

A new method of emphasizing the prominence and value of 4-H club work was brought out in a recent New Jersey activity when there was held, on May 18, the first state-wide observance of 4-H Club and Rural Life Sunday.

Local leaders and 4-H club members cooperated with about 200 churches of various denominations in all parts of the state. In some instances they took part in group singing, while in other cases they decorated their local churches, attended services in groups and took active parts in the church services.

### Mairs Retires After Forty Years Service

T. I. Mairs, professor in charge of agricultural correspondence courses at Pennsylvania State College, retired on April 1 after almost forty years of service at that institution.

He was graduated from the University of Missouri in 1896 and was on the staff at the University of Illinois and at the University of Missouri between that time and 1901, when he joined the Pennsylvania State College staff.

He was a pioneer in the field of agricultural education, having trained teachers of vocational agriculture, and has served as a farmers' institute lecturer and as an instructor in agriculture at the Pennsylvania Chautauqua.



Miss Isabel Pope, queen of Rutgers University's annual Agricultural Field Day, and Prof. Forrest C. Button inspect the trophy donated by the latter to New Jersey's winning vocational agriculture milk scoring team. Left to right, Woodstown High School's championship milk scoring team of George Coombs, Jay Williams and alternate Edward Flitcraft, (Henry Stanley was not in picture); William Saunderman, Salem High School, individual winner in the same contest; Prof. Button and Miss Pope.

### Personal Glimpses

When the Homemakers' Clubs of Queen Anne's county, Maryland, held their fifth annual flower show early in May, they chose Mrs. Richard Davidson of Queenstown as chairman of the event.

The American Guernsey Cattle Club, at its sixty-fourth annual meeting in New York City recently, re-elected as a member of the Executive Committee, Wm. F. Fretz of Pipersville, Pa. John S. Ames of Boston, Mass., was re-elected president of the organization.

On June 7 Miss Mary Bishop Keith, daughter of Director and Mrs. J. W. Keith of Centerville, Md., will say "I do," following which her name will be Mrs. James Fielding Jukes. Mr. Jukes' home is Quantico, Md.

When two persons carry on friendly business relationships for more than 40 years without a hitch or stop they show a keen understanding of the value of good will and honest, square business dealings. This is the record of Benjamin E. Rice of Mt. Holly Springs, Pa., who has shipped milk to the same company during that entire period.

Earle Bishop of Centerville, Md., is now convalescing at his home after a four weeks' stay at the Maryland General Hospital in Baltimore.

Calvin Herr, Peach Bottom, Pa., suffered the loss by fire, on May 1, of his dairy barn, corn crib, wagon shed, chicken house and hog stable. The cause of the fire was undetermined and the loss was estimated at \$15,000.

A scholarship award of the National Farm Youth Foundation has been won by Marion G. Golt, son of Mr. and Mrs. T. Urban Golt of Queenstown, Md.



### Prices Paid for 4.0% Milk By Philadelphia Dealers

Abbotts Dairies	2.47
Baldwin Dairies	2.50
Breuninger Dairies	2.80
Engel Dairy	2.73
Gross Dairy	2.71
Harbisons' Dairies	2.63
Missimer Dairies	2.65
Scott-Powell Dairies	2.51
Supplee-Wills-Jones	2.51
Sypherd's Dairy	2.66

### South Jersey Prices

F. o. b. farm, cwt. of 3.5% milk.

	Class I	Class II	Class III
April	\$2.85	\$1.65	\$1.33
May	2.85	1.65	1.42

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

### Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Average price New York 92-score butter

	First Half	Last Half	Monthly
April	32.91	33.55	33.23
May	35.43	35.63	35.52

Class III Prices—4.0% Milk

MARKET	APRIL	MAY
All Penna. Markets	\$1.38	\$1.47
Md. & Del. Stations	1.36	1.44
Wilmington	1.36	1.44

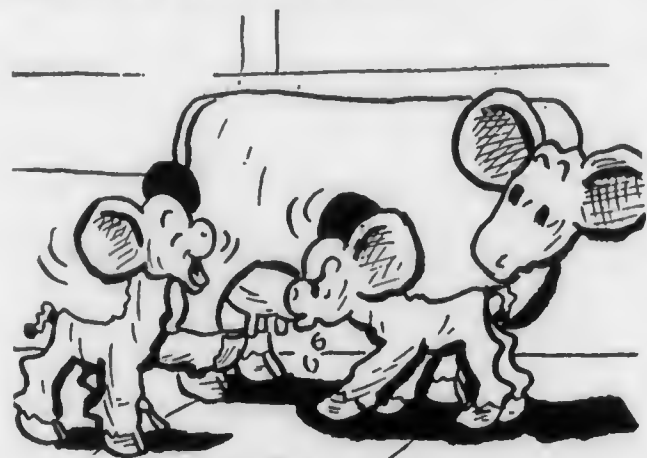
The April average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

"I've been told that yer man's teeth ain't really his own, Mrs. Smithers."

"Sure they are. Ain't we just paid the last installment?"



"Did someone say 'help yourself'?"

### Classification Percentages—April 1941 PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A"	62.4		27.6	10	
" " "B"	59		31	10	
Baldwin Dairies "A"	69.41		10.22	20.37	
" " "B"	66.02		13.61	20.37	
Blue Hen Dairies	63.4		9.2	27.4	
Breuninger Dairies	84.35		15.24	4	
Clover Dairy Co.	72.21		12.53	15.26	52% of Prod.
Eachus Dairies	80	10	10		
Engel Dairy	84		7	9	65% of Prod.
Fraims Dairies	74.45		13.37	12.18	
Gross Dairy	80		20		
Harbisons' Dairies	72		21	7	76% of Cl. I
Hernig, Peter, Sons	49		51		
Hill Crest Farms	71.83		28.17		
Hoffman's (Altoona)	31	3.8	64.3	x	
" (Bedford)	34	13	53		
" (Huntingdon)	31	3.8	64.3	x	
Martin Century Farms	83.92		16.08		74.61% Prod.
May's Dairy	51	1	25	23	
McMahon's Dairy	b92	b7		c	
Missimer Dairies	71		29		
Mt. Union S. Milk Co. I-15	80	8		12	
" " " " "16-30	80	6		14	
Nelson Dairies	59		25	16	
Penn Cress Ice Cream Co.	30.8	1.8	67.4		
Scott-Powell Dairies	59.5		37.25	3.25	67.75% Prod.
Stegmeier, Clayton	52	5	43		
Supplee-Wills-Jones	62		30	8	70.96% Cl. I
Sypherd's Dairy	77.9		7.4	14.7	
Turner & Wescott	64		35	1	
Walnut Bank Farms	72.64		12.98	14.38	
Chas. G. Waple Dairies	79.5	9.3		11.2	
Wawa Dairies	62		16	22	
Williamsburg Dairy	95	5			

### NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess Balance
Abbotts Dairies "A"	94.5	5.5	
" " "B"	100		
Castanea Dairy Co. "A"	82	Balance	60% of Ex.
" " "B"	87		60% of Ex.
Scott-Powell Dairies	d100		Balance
Supplee-Wills-Jones	100		

a Martin Century paid in April, Class I, 69.07% at \$2.79; 14.85% at \$2.98; Class II, 13.23% at \$1.81 and 2.85% at \$1.85. (Prices of 4% Grade B milk f.o.b. Lansdale.)  
b Percentage of each producer's individual base.  
c Deliveries in excess of milk used in Classes I and IA.  
d Bonus paid "A" producers on 52.4 percent of norm.  
x .9 percent of milk utilized in Class V.

### Feed Price Summary for May, 1941

Compiled by the Inter-State Milk Producers' Cooperative, Inc.  
from data supplied by a selected list of feed dealers.

Ingredient	May 1941 (\$ per T.)	April 1941 (\$ per T.)	May 1940 (\$ per T.)	% Change May, 1941 compared with April, 1941	% Change May, 1941 compared with May, 1940
Wheat Bran	32.01	32.83	34.34	- 2.50	- 6.79
Cottonseed Meal 41%	38.37	39.11	43.62	- 1.89	-12.04
Gluten Feed 23%	30.06	31.30	31.27	- 3.96	- 3.87
Linseed Meal 34%	32.46	33.59	41.36	- 3.36	-21.52
Corn Meal	37.87	36.66	35.06	+ 3.30	+ 8.01
Mixed Dairy 16%	35.22	35.18	35.50	+ 0.11	- 0.79
24%	37.54	38.34	40.21	- 2.09	- 6.64
32%	40.40	40.93	42.66	- 1.29	- 5.30
Brewer's Grains	30.21	31.77	34.66	- 4.91	-12.84

Prof: "Didn't you have a brother in this class last year?"

Student: "No, sir, it was I. I'm taking it over."

Prof: "Extraordinary resemblance."

The editor of a local newspaper asked his readers to send in remarks on the subject, "Books that have helped me." One of the replies was: "My mother's cook book and my father's check book."

### Prices 4% Grade "B" Milk (Prices quoted are f. o. b. Delivery point)

April Averages and April and May Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price April	Class I Price April & May	Class II Price April	May
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.85	\$1.95
Abbotts Dairies	Coudersport, Pa.	2.09	2.38	1.77	1.87
" "	Curryville, Pa.	2.15	2.47	1.78	1.88
" "	Easton, Md.	2.16	2.56	1.66	1.74
" "	Goshen, Pa.	2.28	2.63	1.80	1.90
" "	Kelton, Pa.	2.29	2.65	1.81	1.91
" "	Oxford, Pa.	2.29	2.65	1.81	1.91
" "	Port Allegany, Pa.	2.09	2.38	1.77	1.87
" "	Spring Creek, Pa.	2.06	2.34	1.76	1.86
Blue Hen Farms	Wilmington, Del.	2.30	2.77	1.86	1.94
Breuninger Dairies	Richlandtown, Pa.	2.49	2.62	1.80	1.90
Centerville Producers' Co-op	Centerville, Md.	2.39			
Clover Dairy Company	Wilmington, Del.	2.44	2.77	1.86	1.94
Duncan's Dairy	Springfield, Pa.	2.55	2.98	1.85	1.95
Eachus Dairies	West Chester, Pa.	2.67	2.85	1.70	1.80
Fraims Dairies	Wilmington, Del.	2.48	2.77	1.86	1.94
Harbisons' Dairies	Brandtsville, Pa.	2.36	2.62	1.80	1.90
" "	Byers, Pa.	2.36	2.62	1.80	1.90
" "	Carlisle, Pa.	2.36	2.62	1.80	1.90
" "	Hurlock, Md.	2.29	2.56	1.66	1.74
" "	Kimberton, Pa.	2.36	2.62	1.80	1.90
" "	Massey, Md.	2.30	2.58	1.66	1.74
" "	Millville, Pa.	2.27	2.50	1.79	1.89
" "	Sudlersville, Md.	2.30	2.58	1.66	1.74
Harshbarger Dairy	Altoona, Pa.	—	2.96	1.70	1.80
Hernig, Peter, Sons	Boiling Springs, Pa.	2.18	2.58	1.80	1.90
Hershey Creamery Co.	Greencastle, Pa.	2.00			
Highland Dairy Co.	Doe Run, Pa.	2.42	2.85	1.70	1.80
Hill Crest Farms	Eddington, Pa.	2.66	2.98	1.85	1.95
Hoffman's	Altoona, Pa.	2.14	2.96	1.70	1.80
" "	Bedford, Pa.	2.04	2.58	1.70	1.80
" "	Huntingdon, Pa.	2.04	2.70	1.70	1.79
Johnson, J. Ward	Woodlyn, Pa.	2.55	2.98	1.85	1.95
Keith's Dairy	Altoona, Pa.	—	2.96	1.70	1.80
Martin Century Farms	Lansdale, Pa.	2.66	2.98	1.85	1.95
Miller-Flounders Dairy	Chester, Pa.	2.55	2.98	1.85	1.95
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.47—2.45	2.70	1.70	1.79
Nelson Dairies	Jeffersonville, Pa.	2.44	2.98	1.85	1.95
New York City Buyers	201-210 Mile Zone	2.07			
Pebble Hill Farm	Doylestown, Pa.	—	2.98	1.85	1.95
Penn Cress Ice Cream Co.	Cresson, Pa.	2.10	2.96	1.70	1.80
Scott-Powell Dairies	Clayton, Del.	2.21	2.60	1.66	1.74
" "	New Holland, Pa.	2.30	2.66	1.81	1.91
" "	Pottstown, Pa.	2.33	2.71	1.81	1.91
" "	Snow Hill, Md.	2.11	2.44	1.66	1.74
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.22			
Stegmeier, Clayton	Tamaqua, Pa.	2.37	2.96	1.70	1.80
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.18	2.47	1.78	1.88
" "	Chambersburg, Pa.	2.23	2.55	1.79	1.89
" "	Hagerstown, Md.	2.15	2.49	1.66	1.74
" "	Harrington, Del.	2.21	2.58	1.66	1.74
" "	Huntingdon, Pa.	2.22	2.53	1.79	1.89
" "	Leaman Place, Pa.	2.31	2.67	1.81	1.91
" "	Lewistown, Pa.	2.23	2.55	1.79	1.89
" "	Mercersburg, Pa.	2.23	2.55	1.79	1.89
" "	Mt. Pleasant, Del.	2.21	2.58	1.66	1.74
" "	Nassau, Del.	2.19	2.55	1.66	1.74
" "	Princess Anne, Md.	2.14	2.47	1.66	1.74
" "	Townsend, Del.	2.21	2.58	1.66	1.74
" "	Waynesboro, Pa.	2.23	2.55	1.79	1.89
" "	Worton, Md.	2.21	2.58	1.66	1.74
Swavely, H. R. Dairy	Pottstown, Pa.	—	2.85	1.70	1.80
Sylvan Seal Milk Co. (Del. only)	F. O. B. Farm	2.05			
Tri-County Dairy Co.	Honey Brook, Pa.	2.12			
Turner & Wescott	Glen Roy, Pa.	2.34	2.65	1.81	1.91
Walnut Bank Farms	Quakertown, Pa.	2.54	2.98	1.85	1.95
Charles G. Waple Dairies	Tyrone, Pa.	2.51	2.70	1.70	1.79
Wawa Dairy Farms	Wawa, Pa.	2.26	2.98	1.85	1.95

† A Class I-A Price of \$2.20 per cwt. of 4% milk applies in these markets.



## Secondary Markets

### WILMINGTON

Milk sales are up in this area. The supply reached its peak about ten days earlier than usual and it is generally predicted that if the present dry weather continues a serious shortage of milk is likely to develop. With manufacturers, especially the nearby Maryland evaporated milk plant, being anxious to increase supplies due to defense demands, it is improbable that any local shortage can be made up from such sources.

This drought situation, combined with the farm labor shortage, has resulted in general demand for an increase in producer prices. This situation was discussed at length at the Wilmington Milk Market Committee meeting on May 22, with the result that the Committee asked Inter-State officials to take the necessary steps to secure a price increase as soon as practicable, it being recognized that such an increase for the Wilmington area would probably have to come at the same time as a Philadelphia increase.

The weighted average prices paid by Wilmington dealers are now from 6 to 16 cents per hundredweight higher than a year ago, with prices being paid by Philadelphia dealers buying in this area ranging from 5 to 19 cents higher. These increases are due mainly to higher Class II and III prices, resulting from a stronger butter market.

The truck load of New Jersey milk sold by Inter-State in Wilmington during a part of May was used entirely for cream and manufactured products and was not included in calculations of the average price paid by that dealer, his price being the same as though that extra milk had not been brought into the market.

### LANCASTER

The Executive Committee of the Lancaster market met on May 5 and again on May 26, with the special committee of New York shippers also meeting on May 12, at which time material was prepared for presentation at the hearing on the New York marketing order which started May 14.

This hearing was attended by Walter E. Herr, Walter L. Shank, Robert Neff, Norman Forney, Harry Brubaker and Market Manager Chas. E. Cowan. It is hoped that as a result of this hearing a new order carrying increased prices will be effective about July 1.

The extremely dry weather has

resulted in an early falling off of production, with the result that the spring peak was earlier than usual. The drought, plus the growing labor shortage, is increasing the cost of production.

The schedule of classes, percentages and prices on which producers were paid for their milk going to New York during April follows:

Classes	Percentages	Prices
I Priced	35.27	\$2.450
I Outside	4.16	2.160
I Relief	1.22	1.880
II-A	14.45	1.960
II-B	5.00	1.788
II-C	2.30	1.738
III-A	10.98	1.675
III-B	8.27	1.688
III-C	11.97	1.518
III-D	2.91	1.463
IV-A	1.67	1.388
IV-B	1.80	1.364

This gives a blended price, after deductions and adjustments, of \$1.87 per cwt. of milk containing 3.5 percent butterfat f.o.b. the 201-10 mile zone, with the Lancaster price \$1.905.

### SOUTH JERSEY

Market conditions showed improvement in this area during recent weeks. Apparently the supply of milk in excess of the regular market needs passed its peak several days ago, due in part to the unusually dry weather and in part to the early demand for milk at the seashore resorts.

Market Manager Floyd R. Ealy reports that producers generally have had very little milk returned because of odors, off flavors or sediment. In a few instances, when milk was returned, the cause could be traced to the fact that hay or other roughage was not fed the cows before turning on early pasture.

A truck load of milk from 17 members in this area without a regular market for nearly a year has been disposed of by Inter-State and was shipped to four different markets during May — Chester, Philadelphia, Wilmington and, finally, Atlantic City. This milk was used for manufacturing purposes and the difference between the price obtained and the general price for the area was made up by Inter-State from its reserve fund.

In several instances producers in this area have had their norms increased over a year ago and producers generally have received higher average prices this year for all their milk, due to the Class III price being higher than a year ago.

The marketing committee, at its meeting in Woodbury on May 20, discussed milk control legislation

in detail and at that time urged members to contact their Senator and Representative at Trenton and request that milk control be continued and the compromise bill be brought out of committee in a form satisfactory to producers and acted upon favorably. The present milk control law expires June 30.

Dairy Dell has again opened for business on Central Pier in Atlantic City, the opening taking place on May 29 under the auspices of the South Jersey Inter-State Milk Market. Members from this section and any place in the milk shed are urged to visit and to patronize this popular milk bar and to tell their neighbors and friends to do likewise.

### TRENTON

With a definite increase in demand for milk in the Trenton market, there is now room for a few additional dairies which meet all sanitary requirements. The extremely dry weather has cut down pastures and a serious dairy feed condition may develop unless relief comes soon. Peak production this year was reached on May 20, ten days earlier than usual.

General approval has been given a recent adjustment of norms, whereby new norms, beginning July 1, are based on the full average of the ten months' production in 1940, with May and June eliminated.

Milk control legislation is still uncertain, with the compromise bill (No. 445) now receiving most attention.

### ALTOONA - HUNTINGDON

The principal discussion at the last Marketing Committee meeting concerned the shortage of rainfall, with the resulting drought, and the shortage of farm labor. Producers generally are desirous of bringing the Class I price in all markets in this section of the state to the same level.

### Corn Stored In East

Corn supplies are being moved out of the Middle West by the Commodity Credit Corporation to eastern storage points with a view to maintaining ample corn reserves in the East to meet all immediate needs. The move assures eastern farmers of a reserve feed supply in case of a transportation shortage, provides corn at fairly stable price levels, and opens up needed space in the Middle West for storage of the 1941 wheat crop.

Candor is the brightest gem of criticism.

## June — Super Salesgirl

If your herd production takes a spring jump in spite of the drought and you ship an extra hundred-weight of milk every other day or so, maybe you'll wonder just what happens to it—especially when your neighbors are all doing the same thing.

Well, that's where "June" comes in.

You must meet June. She's going to be a very popular girl for the next month. And you've got a lot in common. She's just as interested in milk and milk sales as you are. In fact, that's her purpose in life right now—to get rid of any seasonal surplus your herd might help to put on the market.

June is the symbol of Milk Month. She gets her name, of course, from the month of June, which has been set aside as National Dairy Month. And her smile, upraised hand, and glass of milk will be seen in stores, drug stores, milk and ice cream plants—everywhere that milk is sold—this month.

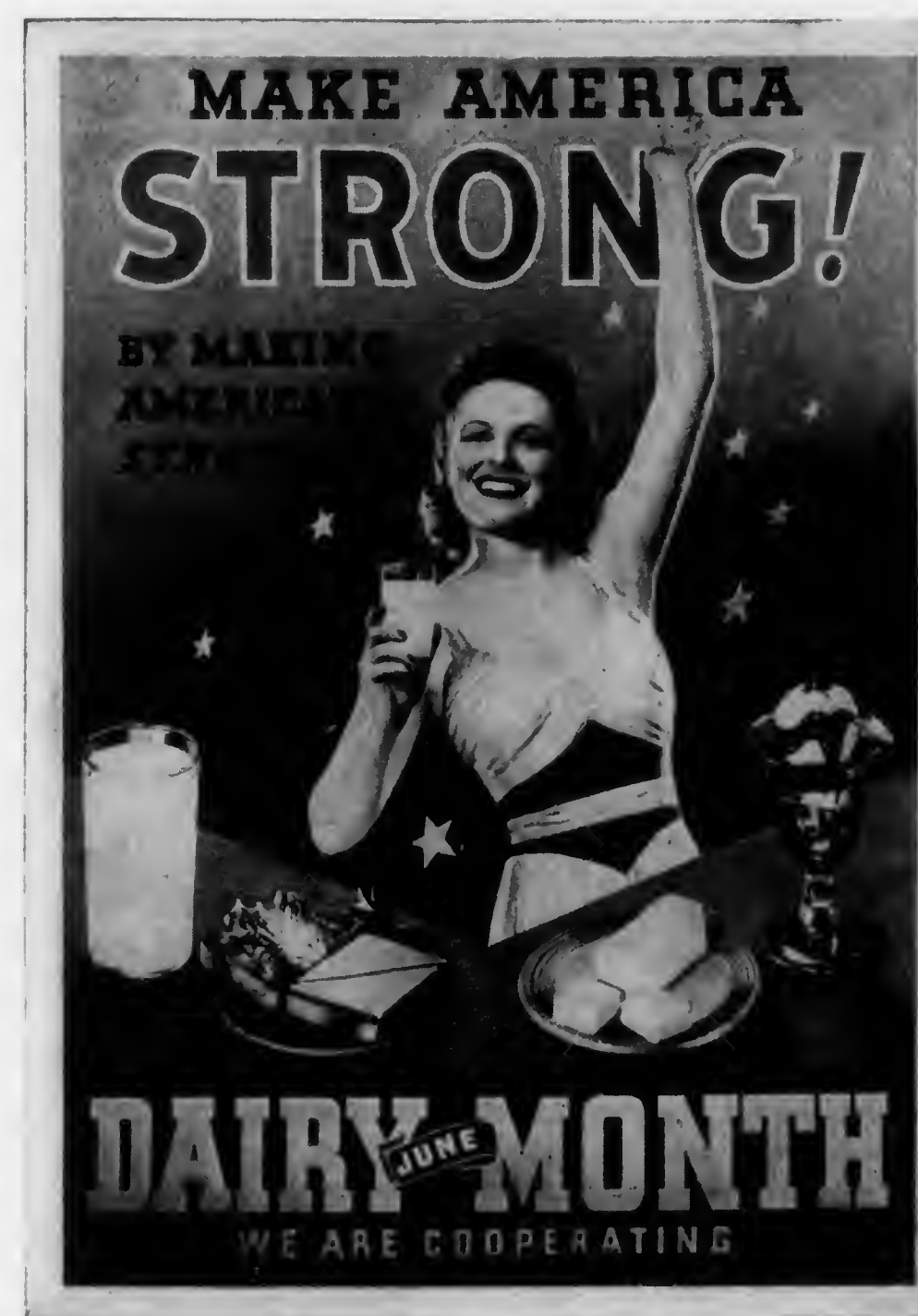
Using the slogan "Make America Strong By Making Americans Stronger," this year's Dairy Month campaign has a National Defense angle, with red, white, and blue as its colors. June is head salesgirl, since her picture appears on posters, letterheads, bottle collars, and display advertising, and she has the cooperation of the dairy industry throughout the country.

Dairy leaders were organized into a Pennsylvania State-Wide June Dairy Month Committee, with C. I. Cohee, president of the Philadelphia Inter-State Dairy Council, elected chairman and Benjamin G. Eynon, executive vice president of the Pennsylvania Association of Milk Dealers, secretary and director of publicity.

An extensive campaign is now in progress throughout the state. In Philadelphia and Pittsburgh, the Dairy Councils are cooperating with the industry to conduct programs for their territory. The Pennsylvania Chain Store Council, the Associated Restaurants of Pennsylvania, the Pennsylvania Hotels Association,

and other groups which sell milk are using Dairy Month literature and posters.

Included in the plans drawn up by the committee are proclamations by mayors, newspaper and radio publicity, fountain and restaurant displays, open houses in dairy plants, farm trips, sales contests, and many other events.



The Philadelphia Council stresses that every month is Dairy Month and a large number of programs have already been scheduled for June. In one city, at the request of the industry, radio spot announcements are being given twice daily, motion pictures being shown in theatres, and display advertising being used. Everyone is cooperating with June and the dairy industry to make the public milk conscious and to see that Dairy Month is a big event.

So if the dry weather doesn't prevent a spring surplus, June will take care of it, or at least she'll do her best. And remember—you can always help her out by keeping your own family milk pitcher well filled.

## Cream Lines

Miss Frances Hoag, nutritionist, attended the National Nutrition Conference for Defense in Washington, D. C., called by Federal Security Administrator Paul V. McNutt on May 26, 27, and 28. She was a member of the conference committee on Methods of Educational Nutrition.

Purposes of this conference were to report on the present state of human nutrition in the United States, outline the effects of inadequate diet, and make recommendations to the President for an immediate program of action.

A field group of Home Economics students from the Pennsylvania State College made its annual visit to the Dairy Council last month and was entertained for tea and a program. Mrs. Norbert Tous-saint was in charge.

The Dairy Council will be glad to furnish a limited number of programs for Grange and other rural organizations during the months of July and August, as its workers will not be scheduled in the schools. For information, communicate with Miss May Bates, Speakers' Bureau, Philadelphia Dairy Council, 20th and Race Sts., Philadelphia, Pa.

Mrs. Madalene Tillman, home-economist, is Director of the Child Welfare Department of the Women's Convention, Auxiliary to the National Colored Baptist Convention in Cleveland, Ohio, the largest organized body of negroes in America. In this position, Mrs. Tillman represents more than 10,000 women in the United States. Her goal is to decrease infant mortality among negroes.

More than 7000 junior and senior high school students heard "Health Notes," presented by Robert C. McKinley in the Harrisburg schools. The program was sponsored by the Tuberculosis Association and the Junior Red Cross through the cooperation of the dental department of the Harrisburg Board of Education.

The National Dairy Council Annual Summer Conference will be held at the Edgewater Beach Hotel in Chicago on June 26, 27, and 28.

Demonstrations of "Now We're Americans" have been given to three groups of 50 National Youth Administration women in Camden by Miss Mary Forman of the Council. Supervisors requested the food demonstrations in order to give the groups an idea of what other people are doing and what they can do in their own homes.

Mrs. John Flynn, former member of the dramatic staff, has just returned from Toronto, Canada, where she presented a three-weeks program of puppet shows for the Toronto Dairy Council.

The Barrett Junior High School in Philadelphia conducted a Drink More Milk campaign in their cafeteria, using

(Please turn to page 15)



## Hearing Held at New York To Consider Price Raise

HEARINGS on the Federal-State marketing order now in effect in the New York City area were held jointly by Federal and State authorities during May. The hearing was held in Brooklyn on May 14-15, reconvened at Albany on May 16-17, then returned to Brooklyn, where another five days were spent in taking testimony on the 97 proposed amendments to the order which regulates the purchasing of milk from producers in that market.

Of first importance at the hearing was the demand of producers for a price increase, price adjustments being requested in several of the classifications. Other subjects included transportation and marketing costs, cooperative payments, and the cost of plant operation, especially as these costs will affect milk diverted into manufacturing channels. Also included in the list of amendments were many involving primarily administrative procedure in carrying out the marketing order.

Two main subjects were emphasized in the request for increased producer prices. One was the farm labor situation, which was described as acute in many sections of the New York milk shed. It was pointed out that (1) the quantity of labor available has been drastically reduced, (2) the quality is inferior and (3) the cost is definitely greater than the present price of milk would justify. Professor L. C. Cunningham of the College of Agriculture at Cornell University, testified on the farm labor situation on which we quote from the Dairyman's League News as follows: "the supply of farm labor in New York has dropped from 91 percent of normal a year ago to 66 per cent, and demand for farm labor has increased from 87 per cent of normal in April, 1940, to 96 per cent in April, 1941."

### Labor Situation Acute

"Labor, he said, is second only to feed as a cost of producing milk, making up about 30 percent of the total cost. He said that farmers report difficulty in obtaining delivery of new farm machinery."

Another angle to the labor situation was brought out by Wm. N. Dougherty, a former official of the New York City Department of Health, who, in his testimony as reported in the Dairyman's League News stated, "With an inevitable shortage of labor on dairy farms, dairymen will have to use milking machines to a greater extent than formerly. The farmer will also have to cope with a more slovenly class



Paul Mast didn't know when this picture was snapped that his cousin, Sarah Yoder, Elverson, Pa., would enter it in the Review picture contest.

of help due to withdrawals of efficient farm labor for the army and for defense factories. These milking machines being complex in construction require particular and rather expert attention. Farm wages are bound to increase as a natural sequence."

Extensive evidence was placed on the hearing record as to the drought conditions prevailing in the New York milk shed. It was emphasized that if this situation continues production costs will be materially increased.

### Lasted Nine Days

Although nine full days were devoted to the taking of testimony, many of the sessions running well into the evening, the hearing was adjourned with consideration of some points delayed until a later time. It was brought out that if every point up for consideration were discussed fully the hearing might be delayed unduly.

Upon the adjournment of the sessions the hearing master, Glenn J. Gifford, set June 3 as the deadline for the filing of briefs on the proposed amendments. It is believed that July 1 will be the earliest possible date for a price increase because of the time needed in the preparation of amendments, the submission of proposed changes to a producer referendum, the compilation of votes and the announcement of results.

Dried and powdered skim milk for animal feed produced in U. S. plants annually amounts to nearly 80,000 short tons, according to the Census.

A man is in the most imminent danger of being wrong when he is most positive of being right.

## Defense Needs Require 8 Percent More Milk

Dairy farmers and the dairy industry as a whole have been asked by the Federal government to increase this year's production of milk by six to eight percent over last year. A normal increase of two to three percent was anticipated and in order to fulfill the request for additional dairy products dairymen would be obliged to increase their output more than normal.

It is probable that most of this increase will be used in the manufacture of such products as evaporated milk and cheese, which are considered vital in the food-for-defense program.

Purchases of dairy products are being made by the Department of Agriculture in keeping with Secretary Wickard's announcement that purchases will be made to support long-term prices at levels which will maintain a favorable relationship between dairy products prices and prices of feed stuffs.

Considerable concern was felt among dairy interests following the announcement of a 31-cent butter price until the point was clarified that this price was intended as a "floor" rather than as a "ceiling" to dairy prices.

It is evident that Secretary Wickard understands the problems of our farmers through his statement that, "agriculture is perhaps better prepared than any other industry to contribute fully to national defense... Given reasonable returns on their products, farmers will continue to produce abundantly and efficiently... Food is a defense weapon, one of the strongest weapons we have. The Food-For-Defense program... is a part—one of the most important parts—of our all-out defense effort."

Dairy cooperatives will play a tremendous part in fulfilling the dairyman's share in the supplying of food for the Food-For-Defense program, especially as cooperatives market approximately 40 percent of the fluid milk and cream, 40 percent of the butter, 25 percent of the cheese and substantial quantities of other dairy products that are sold annually in this country.

"Do you know anything at all about electrical apparatus?" asked the electrical repair shop foreman. "Yes sir," replied the bright boy applicant. "What is an armature?" "It's a guy who sings for Major Bowes."

Fifty million pounds of dry casein made from milk is the annual factory production currently reported by the Census Bureau.

## Lightning Rods Effective If Properly Constructed

Lightning rods have an efficiency of 97 per cent if properly constructed and installed, states the National Board of Fire Underwriters in its 75th anniversary bulletin.

Inspection of rodded buildings which have been struck by lightning generally uncover one or more of several defects, the Board states. These include (1) lack of grounding to permanent moisture; (2) insufficient number of points, particularly at chimneys, cupolas, gables and other elevations; (3) points and connections not mechanically or electrically secure; (4) failure to connect downspouts, door tracks and other metal parts, and (5) running metal clothes lines from trees to buildings.

Lightning causes damage most frequently in rural districts and in isolated structures. Churches with tall spires and factories with towering stacks are particularly subject to strokes, while usually the tallest trees in a forest are the ones struck.

In town, the safest place to be during an electrical storm is in a steel frame skyscraper although a steel car on rails of like material is about equally safe.

## Dairy Advertising Will Be Expanded

The American Dairy Association is steadily expanding its advertising program. In 1940, six states raised funds to finance this work and indications point to 12 states participating in the 1941-42 activity. In addition to Iowa, Minnesota, Montana, North Dakota, Washington and Wisconsin, which raised funds for this purpose last year, it is expected that Illinois, Indiana, Kansas, Michigan, South Dakota and Wyoming will participate this year.

The plan, as carried out in most states, provides that state organizations be set up which will collect one cent on each pound of butterfat sold by producers between June 1 and 15. Indiana has arranged for a similar collection in the September 1-15 period, while Washington spreads its collection throughout the year, with one cent on each ten pounds of butterfat throughout the entire year.

In most states the funds are raised by voluntary agreements, while in Iowa last year's funds were raised by legislative enactment, and a similar bill has recently passed the Michigan legislature.

This entire program is a producer advertising activity and no milk dealers or manufacturers are contributing toward it or have any voice in its administration. The work

carried on has been co-ordinated rather closely with activities of the National Dairy Council.

In 1940-41 the advertising campaign was carried on in 12 key markets, of which Philadelphia was one, with the advertisements appearing once or twice a week in the two morning newspapers. In addition, numerous grocery stores utilized additional sales helps at the point of sale. Results showed that the increase in butter sales in Philadelphia was substantially greater than in Pittsburgh, where this advertising program was not conducted. Likewise, comparisons between other cities similarly situated showed that those in which the advertising program was conducted experienced increased sales.

During its first year the bulk of the advertising funds was expended on butter and cheese which, in effect, constitute a platform on which other dairy products prices are based, and the results indicate that the entire

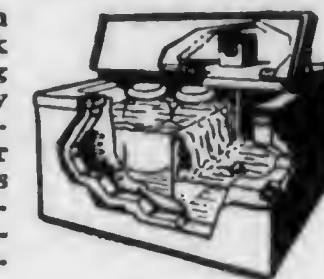
industry received benefits from the program.

You can catch more flies with sugar than you can with vinegar.



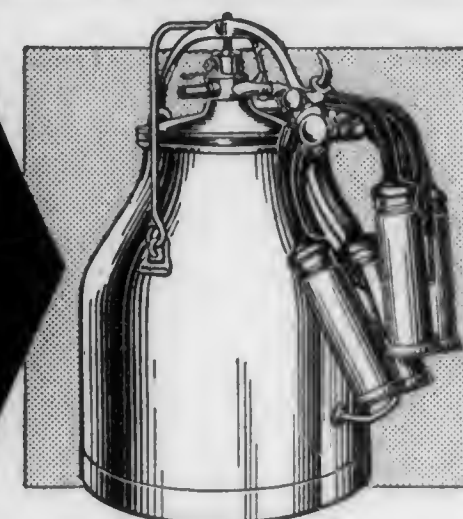
## THE EASIEST TO CLEAN, FASTEST-COOLING MILK COOLER ON THE MARKET

Here's the last word in dependable, efficient milk cooling. ESCO cooling coils are built into the "icy walls" out of the way. Absolutely smooth interior with rounded corners solves the cleaning problem. Constant neck-high water level is automatic, whether one can, half or full capacity is in place. Automatic circulator-agitator makes cooling quick and even. Send postal today for complete facts on this sure way to more economical cooling... less work... and better milk.



ESCO CABINET COMPANY  
869 E. Biddle St. • West Chester, Pa.  
Milk Cooling PAYS

TAKE THE  
GUESSWORK  
OUT OF MILKING  
WITH THE



## DE LAVAL MAGNETIC SPEEDWAY MILKER

EVERY man who has milked cows knows that changing hand milkers results in decreased production until the cows readjust themselves.

One of the basic reasons for the sweeping success of the De Laval Magnetic Speedway Milker is its never-changing, uniform milking speed and action from milking to milking and from year to year.

It is the only milker with which this absolute uniformity is possible... for it is the only milker having the pulsations for each unit controlled by one master control at the pulso-pump by magnetic force.

There is no guesswork with the De Laval Magnetic Speedway for there are no adjustments to make... no variations or experimenting at the whim of the operator. De Laval Magnetic Speedway milking is always uniform, it is always right and results prove that this is true. Get the world's best milking for your herd. See your local De Laval Dealer or write nearest office below.

### THE DE LAVAL SEPARATOR COMPANY

NEW YORK  
165 Broadway

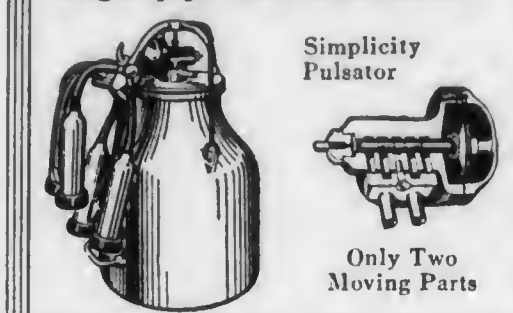
CHICAGO  
427 Randolph St.

SAN FRANCISCO  
61 Beale St.

FREE TRIAL - EASY MONTHLY PAYMENTS

### DE LAVAL STERLING MILKER FOR SMALL HERDS

The new De Laval Sterling Milker is a worthy companion to the great De Laval Magnetic Speedway Milker and provides De Laval milking for small herds. "Simplicity" Pulsator has only two moving parts, never requires oiling, gives positive, precise milking speed with alternate action that pleases the cow. Sterling single or double units may be used on any other make of single pipe line installation.





## When Handled Rightly, There Are Profits in Pastures

**P**LENTY of good pasture is the most economical dairy feed available to milk producers if we are to judge from the reports of our various agricultural experiment stations, these reports being backed up by scientific study and accurate records.

Many pastures have been used for pasturing purposes for so many years that the supply of plant food has become very low, and as a result the growth of pasture grasses suffers and full value is not obtained from such acreage.

Information carried in a recent issue of The Fertilizer Review states that "Phosphoric acid is almost universally the first plantfood that becomes seriously deficient. However, many pastures have passed the first state of soil exhaustion and are now deficient also in organic matter, nitrogen, potash, and lime. In 80 grazing tests in the Northeastern States, a liberal use of complete fertilizer doubled the number of grazing days and the amount of milk produced per acre."

### Fertilizer Pays

The final proof in such matters must always include a summary on a dollars and cents basis. In the same article it was stated that "With 4 percent milk figured at \$2.00 per hundredweight, this would result in a profit, due to fertilizer, of \$22.00 per acre."

If we are looking for economical production, experiments in Ohio and New Jersey point to good pasture as a means of obtaining that end. As reported in the Fertilizer Review, "The cost of producing 100 pounds of milk in Ohio was 33 percent less with complete fertilizer and 28 percent less with superphosphate than when the pasture was not fertilized. In 25 permanent pastures in New Jersey the continued use of complete fertilizer high in nitrogen produced a dense sod of desirable grasses with no apparent tendency for the sod to deteriorate. The cost of producing a ton of dry matter containing over 18 percent protein was \$16.00, or less than half that of purchased grain feed."

Our dairy specialists, while recognizing the economy of good pasture harvested by the cow, also emphasize that it is poor economy for a dairyman to depend upon pasture alone for the proper feeding of a high-producing cow. R. H. Olmstead, Professor of Dairy Extension at Pennsylvania State College, says



Even though it's work for the men folks, these youngsters get some real fun out of haying. Picture sent by Margaret B. Gatchell, Hill Acres Farm, Peach Bottom, Pa.

"Early pasture grass is much lower in total digestible nutrients than the grass that grows later in the season and cows first going on pasture should be carefully watched to see that no deficiency in feed materials occurs. This is especially important in the case of the higher producing cows."

"It is a good practice to continue the feeding of a little hay after the cows go to pasture. This will automatically take care of any shortage in roughage requirements. Grain feeding also should be continued but in reduced amounts. It is not possible to determine exactly the amount of grain a cow should have when on pasture, since there is no practical way of determining the amount of grass she has eaten."

### Feed Some Grain, Too

Similar recommendations are given by Dr. George E. Taylor, Extension Dairyman at the New Jersey College of Agriculture, who says, "It is also necessary to use proper concentrates to supplement pasture feeding, when they are needed. Even on excellent pasture, cows that are producing 40 pounds (or a less amount if high testing) of milk a day or more should be allowed one pound of grain for each two to four pounds of milk produced above 40 pounds daily. When pasture gets short, all milking cows should be fed grain unless some other supplement is available. The amount of grain to feed milking cows on pasture depends entirely upon the condition of the pasture. In some cases, the grain allowance on pasture should be about the same as that recommended for winter feeding."

"Good quality hay and silage are also good supplements to pasture. In New Jersey, grass silage harvested during the flush pasture period has proved to be an excellent late summer pasture supplement."

Worn-out pastures and high producing pastures require distinctly different treatments for best results. A pasture that is below par should, according to Dr. Taylor, be allowed ample growth in the spring before the cows are turned on it and overgrazing should be carefully avoided. He also suggests fertilization and the control of weeds by periodical mowing.

J. B. R. Dickey, agronomist at Pennsylvania State College, warns that unless a heavy producing pasture is kept grazed rather closely, a lot of feed would be wasted and the grass may become tough and unpalatable. He suggests clipping any excess growth and, further, that the pasture be divided, possibly with an electric fence, into several lots, and the lots pastured in rotation. This also makes possible the making of hay from one or more of the lots if the growth is too abundant.

### Cows Do the Harvesting

One major factor to keep in mind in considering pastures is that the cows do their own harvesting of all nutrients that they take away from the pasture, thus cutting the labor bill and other costs as to (1) harvesting, (2) storing, and (3) feeding.

### Skim milk Agreement Out

The marketing agreement of the dry skim milk industry was terminated as of June 1, 1941, having been in operation continuously since September, 1933. Attempts to revise the agreement in keeping with the Marketing Agreement Act of 1937 were unsuccessful and, at the request of the majority of the manufacturers, the agreement was terminated.

Down at a southern camp, in 1917, a colored outfit, just drafted, was lined up before the clerk for preliminary questions.

Clerk: "Name and address?"  
Rastus: "Sakes alive, sub? Yo' ought to know. Yo' all sent fo' me."

Half a billion pounds of plain American cheese is the annual output of U. S. cheese factories, Census reports show.

## Field Day to Feature Tests, Tours and Picnics

Pennsylvania farmers will find it well worth while to make a trip to State College on Thursday, June 12, for the annual Farmers' Day tour and display of experimental work going on at that institution.

Research specialists and staff members will be available throughout the day to explain and discuss the results of experiments being carried out under their direction to help Pennsylvania farmers. For the convenience of the crowds that will attend, sight-seeing buses will make tours of the college farm, with brief stops at points of special interest.

The day's program has been designed to include farm women as well as men. A special program of events and demonstrations of interest to them is being prepared and will include the study of research work in foods, nutrition, clothing, child care and related items.

Space for picnicking in a grove near the agricultural buildings will be available. Music is to be supplied by a 4-H club band and a short speaking program, followed by contests and games, is planned. It is reported that the descendants of many early farm families prominent in Pennsylvania agriculture hold reunions at this event and others are planning to do so this year.

## Proper Seeding of Grass Insures Better Stand

Some interesting information was uncovered in methods of seeding grasses as a result of three years of experimental work carried on at the Wisconsin Agricultural Experiment Station. Six methods of seeding were tried and the poorest results were obtained in dropping the grass seed down the spouts of a grain drill. Better results were obtained when the seed was dropped in front of the furrow openers and a further slight improvement when dropped back of the furrow openers.

Considerably better than either of these methods, however, was to drop the seed in front of a standard corrugated roller by means of a special seeder attachment. Results similar to those obtained by this method were obtained when the seed was dropped in front of a straight roller followed by a harrow.

In these tests a mixture of ten pounds of alfalfa and four pounds of timothy seed per acre was used, and when seeded with an experimental corrugated roller, with narrow, shallow corrugations, the covering of the ground was increased 66 percent for alfalfa and 140 percent

for timothy, as compared with dropping the seed down the spouts of a grain drill. This method produced by far the best growth.

The report states that three manufacturers are building seeder attachments for corrugated rollers and that the special type of roller, with which best results were obtained, is not yet on the market. A wide variety of moisture conditions prevailed during the three years in which the tests were conducted.

## Offers 10 Commandments Of Home Fire Prevention

Ten commandments for protection of your home against fire are handed down by the National Board of Fire Underwriters, now in its 75th anniversary year. Briefly, these are:

Keep chimneys, stoves and furnaces clean, and in good repair. Chimneys should have a flue liner. Empty ashes into metal containers, never wooden ones. Use covered metal containers for storing rags and mops that may contain paint and oil stains.

Never force a heating plant in cold weather. Call a heating expert. Always disconnect hand-operated electrical appliances, even if you leave them for only a minute.

Use only electrical equipment listed as approved by Underwriters' Laboratories, Inc.

Never under any circumstances use inflammable cleaning fluids such as gasoline, naphtha or benzine.

Guard against accumulations of rubbish anywhere, especially in attic or basement.

Keep matches away from the children.

Make sure all gas connections are rigid and tight. Don't use rubber or other flexible tubing.

Place an iron screen with a fine mesh in front of the fireplace—always.

Keep stove pipes away from walls and ceilings and use insulating thimbles where pipes pass through structural surfaces.

**SAVE... TIME · WORK · MONEY**

## with an EMPIRE MILKER

Let EMPIRE solve your help problem at milking time. Leading dairymen say EMPIRE milks faster, with less help... gets more milk. EMPIRE is modeled after the natural action of a calf. Each cow receives a comfortable, normal milking. So easy to clean and easy to use, a 12-year-old child can do your milking.

SEND POSTAL for facts on EMPIRE performance. Address Dept. N-1

STANDARD OF THE BETTER DAIRIES FOR OVER 40 YEARS

EMPIRE MILKING MACHINE CO.  
West Chester, Pa. • 159 Brook St., Elgin, Ill.



If thou art a master, sometimes be blind; if a servant, sometimes be deaf.

Iowa is the leading state in chicken production, according to the Census. Its 213,318 farms raise nearly 44,000,000 chickens a year, or an average of over 200 per farm.

## LO-BAX for Low BACTERIA COUNTS



Get this quick-killing chlorine bactericide for dairy use!

Comes in concentrated, quickly-soluble powder form that will not lump or freeze. Packed in 1 3/4 lb. screw-cap bottles.

Effective when used by either rinse or immersion method.

### Check These Six Lo-Bax Facts

- ✓1. Kills bacteria QUICKLY—no faster killer on the market.
- ✓2. Dissolves quickly—makes CLEAR dairy rinse solutions.
- ✓3. Contains 50% available chlorine.
- ✓4. Does not lose its strength.
- ✓5. Solutions effective hot or cold.
- ✓6. Easy to use—low in cost.

THE MATHIESON  
ALKALI WORKS (INC.)  
60 E. 42nd St., New York, N. Y.

Write for  
**FREE SAMPLE**  
bottle, enough to make  
3 1/2 gallons of effective  
dairy rinse solution  
(100 p. m.)





# Production Up -- Prices Too

**M**ILK PRODUCTION is following the usual seasonal trend this spring but with the peak being reached a few days earlier than usual. This is probably due to the unusually warm weather speeding production and the short pastures causing an earlier falling off.

Records on approximately 4800 producers in the Philadelphia milk shed showed an average shipment of 275 pounds per day per dairy in April—up 25 pounds or 10 percent from April, 1940. Federal reports covering the entire country also showed increases, the National average production per cow per day, as of May 1, was reported as 16.54 pounds which was 1.12 pounds or 7.3 percent higher than the 15.42 pound average on May 1, 1940. The Pennsylvania average was 19.8 pounds on May 1, or 1.2 pounds higher than a year ago. Maryland's average of 17.1 pounds was 1 pound higher and New Jersey with a 20.7 pound average per cow per day was up 1.2 pounds from May 1, 1940.

Sales of fluid milk averaged 4.36 percent greater in April, 1941, than in April, 1940, according to the report of the Milk Industry Foundation covering 152 markets of the country. The average daily sales in these markets in April totalled 7,183,352 quarts, as compared with 6,883,238 quarts a day in April, 1940. The same report states that milk company payrolls

showed an increase in April of 0.45 percent over a year ago while employment showed a decrease of 0.52 percent.

A survey recently reported by Pennsylvania State College shows that during the early part of 1941 milk sales had increased about 7 percent and cream sales about 10 percent over a year earlier. The survey, covering about 80 percent of all milk business in the Pittsburgh area, showed about 326,000 quarts of milk sold daily during March, 1941. A year ago sales were 304,000 quarts. Cream sales the same month this year averaged about 14,000 quarts daily, last year about 13,300.

Milk prices received by producers as of April 15 averaged 9.8 percent higher than a year ago. Fluid milk prices have reversed their usual downward trend in May with increases outbalancing decreases. Class I increases are reported at Buffalo, New York, 40 cents per hundred pounds; Dayton, Ohio, 18 cents; Salem, Oregon, 40 cents; Los Angeles, Santa Barbara and San Francisco, California, each 18 cents; and an unstated increase at Rochester, New York. Lower Class I prices are reported at New York City which dropped 25 cents per hundredweight; Binghamton, New York, 10 cents; Denver, Colorado, 10 cents; Wilkes, Barre, Pennsylvania, 26 cents; and a reduction also reported for Little Rock, Arkansas.

Dairy product prices have also shown unusual strength this spring, their upward trend being contrary to the usual movement. The average May price of 92-score butter in New York was 35.52 cents per pound while a year ago the average was 27.6 cents. This increase of 7.92 cents has resulted in an increase over May, 1940, of 38 cents per hundredweight of Class II and 32 cents of Class III milk at Philadelphia and at Pennsylvania receiving stations supplying the Philadelphia market. The increase at Maryland and Delaware receiving stations was 27 cents per hundred pounds for Class II and Class III.

Cream prices have shown similar strength. Cream meeting all approvals averaged about \$18.25 per 40-quart can of 40 percent cream during the week ending May 17, which is about \$4.00 a can higher than a year ago. In terms of 4 percent whole milk equivalent this would make milk for cream purposes worth about \$2.20 per hundred pounds without allowances for the value of the skimmilk or the cost of handling and processing. The

Class II price in May was \$1.95 per hundred pounds of 4 percent milk, f.o.b. Philadelphia (for Pennsylvania producers).

Prices paid by evaporators to producers averaged \$1.56 per hundredweight of 3.5 percent milk in April, according to a Federal report covering the entire industry. This was a 27-cent increase over the April, 1940, price. The average selling price per case of 48—14½ ounce cans was \$3.04 in April, an increase of 22 cents over a year ago. This indicates that evaporators may be operating on a slightly narrower margin than a year ago, unless their April sales represent supplies procured earlier at lower costs.

The price of dry skimmilk, which averaged 5.08 cents per pound in April, 1940, had increased to 6.39 cents the past April. Dry buttermilk prices increased from 4.93 cents to 5.41 cents during the same period.

Even with these higher prices, the apparent consumption of manufactured dairy products has been considerably greater, according to "Dairy Situation" of May, 1941, which says that "on a whole milk equivalent basis, apparent consumption of manufactured dairy products in March was almost 9 percent larger than in March, 1940, and was the largest on record for the month. Consumer expenditures for all manufactured dairy products in March were 15 percent more than a year earlier."

Production of manufactured dairy products continues heavy. Evaporated milk production in April totalled 258 million pounds, a 12 percent increase over a year ago. Total 1941 production up to April 30 was 800 million pounds—up 41 million as compared with the similar 1940 period. The production of dry skimmilk in April, 1941, was slightly over 36 million pounds, down about 1 percent from a year earlier.

Creamery butter production during April, 1941, was 164 million pounds which was up 11 million pounds or 9.2 percent over the April, 1940, output. Production of American cheese reached 54 million pounds in April, a 5 million pound increase over a year earlier.

Storage supplies of these products are likewise large, but apparently not burdensome considering the probable demand. On May 1 there was a supply of about 36 million pounds of dry skimmilk on hand, about a 29 day supply, as compared with 33 million pounds a year ago.

The butter storage supply of

18 million pounds on May 1, 1941, was about 8 million pounds more than a year earlier. American cheese supplies on hand on May 1 were over 94 million pounds as compared with 65 million pounds a year earlier.

Exports of dairy products continue to gain. During the first three months of 1941, approximately 13 million pounds of condensed milk and 20 million pounds of evaporated milk were exported as compared with a combined total of slightly under 9 million pounds during the like 1940 period. During the same period exports of dry whole milk totalled 2.5 million pounds—a 200 percent increase—while exports of dry skimmilk totalled 2 million pounds—up 500 percent from 1940.

Imports of cheese during the same three-month period totalled about 6 million pounds as compared with 10 million pounds in the corresponding 1940 period.

The farm labor situation is growing steadily more critical, according to all reports reaching us during the last few weeks. There apparently is a serious shortage in farm help and, with this shortage, has come a considerable increase in wages that must be paid in order to get farm help. This is placing added burdens on producers, not only in the Philadelphia area, but in other parts of the country as well. The situation seems more acute in and close to areas where defense industries have been expanding most rapidly.

This is borne out further by a recent Government farm labor report which lists total March employment in the country at 46,559,000 persons of which 37,218,000 are non-agricultural and 9,341,000 are employed by farmers. Total employment had increased 2,270,000 over March, 1940, all of it in non-agricultural activities, with a net loss in farm employment of 90,000 workers.

Feed prices during May averaged generally lower than in April, decreases ranging from 1 to 5 percent. Corn meal was an exception, its price going up about 3.3 percent. Other information on feed prices will be found in the tabulation appearing on page 6.

## Meeting Calendar

June 12—Farmers' Field Day—Pennsylvania State College.  
June 17—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.  
June 24—Altoona-Huntingdon Inter-State Milk Marketing Committee—Hollidaysburg, Pa.  
June 24—Trenton Inter-State Milk Marketing Committee—19 W. State Street, Trenton, N. J.  
June 26—Wilmington Inter-State Milk Marketing Committee—Newark, Del.  
August 4-6—Pennsylvania Country Life Conference—Indiana, Pa.

## Cream Lines

(Continued from page 9)

Dairy Council cafeteria and athletic posters. Milk sales were almost doubled during the program. Sales of "A" milk jumped from 60 to 102 a day while chocolate milk figures rose to a daily average of 248.

School principals and club groups are already scheduling Dairy Council workers for next year's programs. Requests have been received as far in advance as January, 1942.

Listen for Dairy Month spot radio announcements during June over Station WDEL in Wilmington at 9:45 a.m. Tuesdays and Thursdays; 10:30 a.m. Mondays, Wednesdays, Fridays, and Saturdays; and 4 p.m. Mondays through Saturdays.

MAY, 1941 BUTTER PRICES			
Date	92 Score, Solid Pack	New York	Chicago
1	35	34 1/4	33 1/4
2	35	34 1/2	33 1/4
3	—	—	33 1/4
4	35	34 1/4	33 1/4
5	35 1/4	35	34
6	36 1/2	36	34 1/4
7	36 1/2	36	34 1/4
8	35 1/2	35	34 1/2
9	—	—	34 1/2
10	36	35 1/2	34 1/4
11	36 1/4	36 1/4	35 1/4
12	36 1/4	36 1/4	35 1/4
13	37	36 1/2	35 1/2
14	36 1/4	36 1/4	35 1/2
15	36 1/2	36 1/2	35 1/2
16	36 1/2	36 1/2	35 1/2
17	36 1/2	36 1/4	35 1/4
18	36 1/2	36 1/4	35 1/4
19	36 1/2	36	35 1/4
20	36 1/2	36	35 1/4
21	36 1/2	35 1/2	34 1/4
22	36 1/2	35 1/2	34 1/2
23	35 1/4	34 1/4	34 1/2
24	35 1/4	34 1/4	34 1/2
25	35 1/2	35	34 1/2
26	36	35 1/2	35
27	36 1/2	36	35 1/4
28	36 1/2	36	35 1/4
29	36 1/2	36	35 1/4
30	36 1/2	36	35 1/4
31	36 1/2	36	35 1/4
Average	36.02	35.52	34.72
April '41	33.73	33.23	32.54
May '40	28.21	27.60	26.42

Property taxes, once the main source of revenue for state governments, now represent only six percent of state collections, according to the Census.

There are two occasions when the mouth should be kept shut—when swimming and when angry.

## Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during April, 1941.

Farm Calls.....	1611
Non-Farm Calls.....	256
Butterfat Tests.....	3443
Plants Investigated (first half April).....	18
(second half April).....	41
Herd Samples Tested.....	445
Brom Thymol Tests.....	491
Microscopic Tests.....	456
Sediment Tests.....	2
Membership Solicitations.....	262
New Members Signed.....	49
Local Meetings.....	4
Attendance.....	90
District Meetings.....	2
Attendance.....	31
Committee Meetings.....	6
Attendance.....	66
Other Meetings.....	11
Attendance.....	622

## For Every Dairy COOLING REQUIREMENT

M & E Automatic Refrigerating Compressors bring modern, profitable, low-cost cooling and storage to all farms, large or small. Electric motor or gasoline engine powered, heavy-duty compressors in models and capacities to meet all requirements. Equipment that quickly earns its cost by protecting quality and profits—preventing waste.



M&E Model 20-25-33  
2 Cylinder, 1 1/4" Bore, 1 1/2" Stroke  
1/5-1/4-1/3 HP Motor

We will be glad to mail you catalogs and full information

**MERCHANT & EVANS CO.**  
Philadelphia, Pa., U. S. A. Plant at Lancaster, Pa.

### HARD ON DIRT

### EASY ON UTENSILS

The New Improved

## DUMORE

THE CLEANER THAT LEAVES NO FILM OR SCALE

Here's a cleaner that's made to order for dairy farm utensils. DUMORE vigorously attacks milk fat and stubborn dirt... but it's oh so gentle to hands and utensils. Economical to use... rinses quickly, freely... leaves no film or scale. Clean utensils right after milking with DUMORE; disinfect utensils just before milking with DIVERSOL.

Order from Your Dairy

**THE DIVERSEY CORPORATION**  
53 W. Jackson Blvd., Chicago, Ill.

Efficiency Expert: "Sort these old letters into alphabetical order and then throw them away."

FOR PICTURES ENTERED  
IN THE **REVIEW**  
PICTURE CONTEST

# CASH PRIZES

Prizes: \$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to: Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements of Picture: Clear, sharp outlines, attractive background. Farm subject that will interest others on its merit.

Description of Picture (Brief)  
Identification of Sender  
(Unused pictures will be returned)



### Urges Use of Soybeans As Emergency Hay Crop

The hay situation "looks serious, especially for grass and clover which have been hit badly by the recent period of unusually dry weather," H. R. Cox, extension agronomist at the New Jersey College of Agriculture, Rutgers University, reported late in May. Even alfalfa, which will tolerate more dry weather than grass and clover, will be short on the first cutting, Mr. Cox said. He urged dairy farmers anticipating a hay shortage next winter to sow soybeans for use as emergency hay.

"Soybeans provide the best emergency hay for the dairy farm, and there is still time to get in a crop," Mr. Cox said. "Black Wilson is an excellent variety for the purpose, and Harbinsoy and Manchou are also well suited."

Although permanent pastures normally become dry and relatively unproductive during midsummer, the recent drought has brought about this condition at an earlier date than usual, the agronomist pointed out. Under present conditions, therefore, there is more need than is generally the case for providing emergency pasture. Sudan grass is an excellent temporary pasture for the dairy farm, according to Mr. Cox. The crop may be seeded from late May until early July. It requires a good soil, well manured or fertilized, and will not tolerate extreme soil acidity, especially if the soil is low in organic matter.

### New Farm Bill Reported On Way at Washington

It is reported that a new agricultural bill is being drafted for consideration by the National Congress. It is believed that this bill would extend the marketing agreement provisions to all agricultural commodities and would broaden the parity loan provisions as compared with the present act.

It is indicated also that this bill would provide that Federal loans or payments to farmers would be withheld if such farmers treat their farm help or tenants unfairly. This would give the Department of Agriculture a degree of control over conditions of hired labor or tenancy on our farms.

Professor: "I am going to speak on liars today. How many of you have read the twenty-fifth chapter of the text?"

Nearly every student raised his hand.

Professor: "Good. You are the group to whom I wish to speak. There is no twenty-fifth chapter."

**"We can't afford to take a chance," SAYS  
HOLSTEIN BREEDER**



MR. STANLEY LOWES, superintendent of Yates Farms in Orchard Park, N. Y., feels Gulf Livestock Spray has a lot to do with keeping prize winners like Senator Posch in show condition.

"Show cattle need protection from stable and horn flies, mosquitoes, lice, and ticks, just as much as any cattle. But we can't afford

to take a chance on blistering the hide or discoloring or staining the hair with an inferior livestock spray. We have used Gulf Livestock Spray 5 years and have never had it injure the skin of any of our animals."

**YOU CAN MILK RIGHT AWAY  
AS SOON AS YOU SPRAY**

Gulf Livestock Spray . . .

Kills flies, lice, and ticks...repels stable and horn flies . . .  
Doesn't impart taste or odor to milk...  
Is safe to spray twice a day . . .  
Is economical to use.

Gulf Livestock Spray helps . . .

Quiet cows at milking time . . .  
Make milking safer, faster, and easier...  
Quiet cows in pasture.

Follow Easy Directions On Containers For These Results.



This need not happen to you if you use Gulf Livestock Spray—it doesn't impart taste or odor to milk when sprayed as directed.

**PROVE ITS EFFECTIVENESS ON YOUR OWN HERD—  
SATISFACTION GUARANTEED OR YOUR MONEY BACK.**

2-Gal. Economy Size **\$1.99** 1-Gal. Handy Size **\$1.19**

also in 5-gal. pails, and in drums.

**GULF LIVESTOCK SPRAY**

For sale by many leading feed stores, milk companies, and Gulf stations.



When you buy products advertised on these pages tell the merchant that you saw the advertisement in the Milk Producers Review

# INTER-STATE Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER

Vol. XXII

Philadelphia, Pa., July, 1941

Whiton Powell, MGT.  
205 Warren Hall,  
Cornell University,  
Ithaca, N. Y.



**The Chores Are Done**



## Inter-State Requests Increase At Milk Commission Hearing

INTER-STATE members need another 46 cents per hundred pounds for their milk if they are to meet bare cost of production, according to evidence placed upon the record of the hearing held by the Pennsylvania Milk Control Commission on June 19 by the Inter-State Milk Producers' Cooperative. At this, the first hearing on prices requested by producers in more than three years, a complete statistical record was presented by F. P. Willits, Jr., statistician for the Cooperative. This brief was supported by 24 additional exhibits which were accepted by the hearing chairman and made a part of the record.

### Hoffman and Willits Testify

In addition, General Manager O. H. Hoffman, Jr., placed upon the record of the hearing a statement outlining the interest of the Cooperative and the work on its part toward obtaining this hearing. He called the Commission's attention to the fact that the evidence presented by Mr. Willits made clear the needs in order to meet bare cost of production, but that it was the Commission's obligation to establish price schedules which would assure producers a profit on their operations commensurate with the profit obtained by the distributors of milk.

He also requested that the Commission give serious consideration to some plan which would assure that only a very necessary minimum amount of milk would be used in Class III.

### Defense Needs Pointed Out

The demands of the defense program and the request by the Department of Agriculture for increasing milk production were emphasized in Mr. Willits' presentation, it being stated that the Department of Agriculture has asked for an 8 percent increase in milk production, so as to provide adequate amounts of cheese and evaporated milk for defense needs and for exportation to Britain. By utilizing as much as possible of the milk produced in the milk shed for the fluid milk and cream needs of our own territory, milk in other sections where proper manufacturing facilities are available could be diverted to those purposes.

The increase in demand for milk on the eastern seaboard area was pointed out by Mr. Willits, in stating that dealers from New Jersey, Baltimore, Washington and

Virginia cities were trying to obtain additional supplies of milk from the Philadelphia milk shed. There is also an insistent demand on the part of evaporators for all the milk they can procure and at prices above the present Philadelphia Class II price. Records show also that producers supplying exclusive ice cream markets are being paid premiums over the Philadelphia Class II price.

Crop conditions were discussed in considerable detail and the effects of the spring drought were outlined, government reports showing that hay and pasture crops, as of June 1, ranged from 56 to 63 percent of normal in those states into which the Philadelphia milk shed extends. The condition of these crops in many parts of the milk shed was even worse. In addition, much of this small hay crop suffered damage during its harvesting due to the heavy June rains. Considerable difficulty was also experienced by many farmers in planting their corn crop. This situation means a smaller supply and more expensive home grown feeds for the forthcoming season.

### Labor Situation Is Critical

But by far the worst situation confronting farmers is that of farm help. Surveys made by Inter-State and reported to the Commission by Mr. Willits indicate a shortage of farm help that has been becoming progressively more acute. Accompanying this shortage there has been sharp increases in wages paid farm help and, further, the quality of help that has been obtainable is not up to previous standards. This



A 4-H Club member, and a good one, is Anne Groendyke, Trenton, N. J. We wish her club calf were in the picture, too. Picture sent by her mother, Mrs. R. C. Groendyke.

information was obtained from government reports and from surveys made by Inter-State on February 1 and again on May 1.

A further study of the wage situation shows that whereas farm help is paid generally at the rate of perhaps 25 to 35 cents an hour, the average hourly wage of industrial workers in the 5-county Philadelphia area, as reported by the Federal Reserve Bank, was 76.3 cents per hour in April, which is 19.3 cents higher than during the first four months of 1929. Numerous tabulations covering these points were placed upon the hearing record.

### Cost at Farm is \$2.60

As the Milk Control Commission is required by law to base its prices on facts presented at public hearings, Inter-State presented detailed figures as to the cost of milk production. These were based upon 1940 cost studies made by Mr. W. L. Barr, Farm Management Specialist at Pennsylvania State College, which covered farms engaged primarily in dairying. These figures were further adjusted in the light of conditions as they changed from 1940 to 1941, and whereas Mr. Barr's study showed the cost of producing 4 percent milk in 1940 as \$2.20 per hundred pounds, the adjustment necessary to meet present conditions showed that the bare cost of production was \$2.60 per hundred pounds at the farm on all milk produced. The Inter-State report showed further that actual receipts by farmers averaged \$2.14 per hundred pounds of milk during the first four months of 1941.

### Consumer Able to Pay More

That the consumer is now able to pay an increased price for milk was clearly shown by the fact that in 1936, when the present 12-cent retail milk price was established, the average industrial worker could buy 5.10 quarts of milk with one hour's wages. The average milk buying power of his hour's wages during April, 1941, had increased to 6.36 quarts. On a price basis this would mean that he would be able to pay 2.96 cents more per quart.

In a comparison of Philadelphia prices with prices in other eastern seaboard markets, it was revealed that the f.o.b. Philadelphia price is lower than that for any other large eastern market.

In a discussion of Class II prices, (Please turn to page 15)

## The Hearing Is Over

and now we await the outcome. Before the Commission Inter-State established to the satisfaction of everyone, we believe, that farmers are producing milk at a very heavy loss. The speed with which Control now moves to correct this will do much not only to increase its own prestige but to effectuate the purposes of the Act as well.

Inter-State has consistently upheld Control; has never given lip service to its face and criticism behind its back. Inter-State has never used Control to fish its own chestnuts out of the fire—nor demanded especial favors for its self.

In the current legislative battle for an Act amended to eliminate consignment, Inter-State has followed the policy laid down at our last Delegates' Meeting:

"We insist that the present Milk Control Act be left intact with only such changes as are necessary to meet the consignment problem and any administrative deficiencies now found to be present, and then demand that this Control Act be given a chance to work!"

What the final outcome will be we do not know but, win, lose or draw, we know we will have fought a good fight.

Nor will we allow the loss of that fight—if this should happen—to prevent an adequately increased return somehow being secured for our producers. If, through the insistence of others, we be left with consignment still legal, and the orders of the Commission be not observed, we promptly will take other steps to secure this increase.

Meantime, we expect the Commission to move with all swiftness in the issuance of a new order for Philadelphia. Its enforcement we will attempt somehow to accomplish!

*O. H. Hoffman Jr.*

## Few Dairy Bills Passed

THE LEGISLATIVE situation with regard to bringing consignment transactions on milk under control of the Milk Commission is undecided at this time. The Haberlen bill, H 124, was passed by the legislature, with the Lower House concurring in the Senate amendments. But, upon presentation to the Governor for his signature, he, instead, vetoed it because the bill would take from him the authority to pass upon and approve orders issued by the Commission.

At this time, June 28, a new bill has been introduced by Mr. Haberlen, H 1919, which is identical with H 124, except that it provides for the Governor's approval on the various orders issued by the Commission. This bill has already passed the second reading in the House and it appears that it will be before the Senate early in July. It is hoped that the bill can be moved through that body without hitch before the legislature adjourns.

Other legislative activity on agricultural matters is best characterized by its "inactivity." The Moul-Woodring bill, H 481, which would amend the milk sanitation law, is

still in Conference Committee, with no apparent indication that the differences between the House and Senate versions of the solution to this problem can be adjusted.

It appears, at this time, that none of the bills to discontinue milk as a definite part of the relief program for families with children under 16 will be passed.

Of the four bills introduced early in the session to exempt gasoline used for other than highway purposes from the Commonwealth's highway gas tax, all remain buried deeply in committee, where they were sent upon introduction.

The school milk bill, S 51, which passed the Senate several weeks ago, was reported out of committee in the House in mid-June. This bill would authorize cities of the first-class to buy foods, including milk, for pupils from families unable to provide sufficient food.

The bill which would clarify the tax responsibilities of farmers' cooperative organizations, S 574, passed the Senate in May and is now before the Ways and Means Committee of the House, with apparently no activity concerning it.

### Some Ice Cream Facts

"America's favorite dessert" is the title often applied to ice cream. But though everyone knows and enjoys this famous food, many people still retain mistaken ideas about its ingredients and food value, says the National Dairy Council.

A common misunderstanding about ice cream is that it is a fattening food. As a matter of fact, many other desserts are far higher in calories. An average serving of ice cream, measuring approximately one sixth quart, provides about 200 calories as compared with 450 calories for a piece of lemon pie or 350 for a serving of angel food cake.

Ice cream may be included in reducing diets, as it is a food high in minerals and vitamins but relatively low in calories.

Many people think there is too much air in ice cream, not knowing that the amount of air which is beaten into ice cream mix is regulated by law, or that air is a necessary ingredient in ice cream. Without it, the ice cream mix would freeze to a hard, solid mass.

Ice cream is rich in the proteins, minerals, and vitamins of milk and for this reason is valuable in the diet of old and young alike.



## INTER-STATE MILK PRODUCERS REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phones, Walnut 3040-3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

### Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

F. P. Willits, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Assistant Treasurer  
O. H. Hoffman, Jr., General Manager  
A. Evans Kephart, Counsel  
F. P. Willits, Jr., Statistician

#### District

**Directors, 1940-41**  
1. Alvin K. Rothenberger, Worcester, Pa.  
2. Frederick Shangle, Trenton, N. J. R. 2  
3. J. M. Wheatley, Federalburg, Md.  
4. J. W. Keith, Centerville, Md.  
5. Fred W. Bleiler, New Tripoli, Pa. R. 1  
6. H. K. Martin, Goodville, Pa.  
7. Furman H. Cyger, Kimberton, Pa.  
8. J. Leslie Ford, Newark, Del.  
9. Ralph E. Bower, Chesapeake City, Md.  
10. E. M. Crowl, Oxford, Pa.  
11. Fred A. Walls, Harbeson, Del.  
12. H. B. Stewart, Huntingdon, Pa. R. 4  
13. Howard W. Wickersham, Kelton, Pa.  
14. M. L. Stitt, Port Royal, Pa.  
15. Jos. S. Briggs, Yardley, Pa.  
16. John Carvel Sutton, Kennedysville, Md.  
17. Kenzie S. Bashaw, Hollidaysburg, Pa.  
18. Coy E. Mearkle, Everett, Pa. R. 3  
19. A. R. Marvel, Easton, Md.  
20. Charles R. Hires, Jr., Salem, N. J.  
21. B. H. Welty, Waynesboro, Pa. R. 4  
22. D. E. Witherspoon, Chambersburg, Pa.  
23. Honorary Life Member—F. P. Willits, Ward, Pa.  
Member of Executive Committee

#### FIELD DEPARTMENT

1. Ralph Zollers, Philadelphia, Pa., Director  
C. E. Cowan, Lancaster, Pa., Asst. Director  
C. Reynolds, Denton, Md., Asst. Director  
E. P. Bechtel, Trappe, Pa.  
J. J. Camp, Roaring Spring, Pa.  
E. C. Dunning, Chambersburg, Pa.  
Floyd R. Ealy, Broomall, Pa.  
Clayton L. Keener, Nottingham, Pa.  
H. D. Kinsey, Quakertown, Pa.  
J. T. Plummer, Lewistown, Pa.  
Louis F. Tomey, Centerville, Md.  
D. W. Winter, Glenside, Pa.

#### SECONDARY MARKET MANAGERS

Altoona—Huntingdon—J. J. Camp, Roaring  
Spring, Pa., Phone 118-M  
Lancaster—C. E. Cowan, County Extension  
Office, Lancaster, Pa., Phone 2-7977  
South Jersey—Floyd R. Ealy, County Extension  
Office, Woodbury, N. J., Box 334, Phone 800  
Trenton—Frederick Shangle, 19 W. State St.,  
Trenton, N. J., Phone 4883  
Wilmington—Floyd R. Ealy, 103 W. 7th St.,  
Wilmington, Del., Phone 2-7464

### F.T.C. Says "Slow" On Goat Milk Claims

The Federal Trade Commission apparently has taken exception to certain claims made by a distributor of goat milk and manufacturer of milk products made from goat milk. This firm has entered into a stipulation with the Federal Trade Commission to cease certain representations in the sale of these products.

Among those representations are that goat's milk contains far more, or in fact any more, of vitamins A, B, C, D, and G than does cow's

milk; that goat's milk is more suitable in infants' and children's feeding than cow's milk or is the best substitute for human milk in such feeding; and that the fat globules in goat's milk are in more perfect emulsion than in any other milks, or that they are usually digested in 20 minutes.

This firm has also agreed to discontinue using representations which might convey the impression that goat's milk is an ideal food for a wide range of physical ailments, or that it would obviate the necessity of surgical operations in ulcer cases generally.

### No Need To Reduce Our Dairy Consumption

There has been much in the press the last few weeks suggesting that we Americans reduce our consumption of cheese and also of milk and cream, in order to release dairy products for the British. One of these pleas was made by Lord Woolton, British Minister of Foods and another was said to have originated from the office of Secretary of Agriculture Wickard. These pleas have met with disapproval from the dairy industry on several scores.

It is emphasized by people in a position to know the dairy situation that all publicly announced demands on this country for dairy products to ship to England can be met without any curtailment of consumption on the part of our own citizens. It is pointed out that the surplus stocks of many of our dairy products are larger than normal this year, and that the country's production has shown an increase which will take care of those needs with certain diversions from one kind of manufactured dairy product to another.

It is believed, also, that the higher prices being commanded by milk for evaporating purposes, cheese and butter, in the sections of the country which manufacture most of these products, will stimulate production sufficiently to take care of these demands.

The dairy industry has long been engaged in promoting the use of dairy products and in this they have been helped by certain government agencies which have the welfare of the public at heart. There is danger, should the civilian populace be encouraged to use less dairy products, that, when the emergency is over and business conditions are less favorable, the dairy industry will suffer from this loss of outlets.

It never occurs to a boy of eighteen that some day he will be as dumb as his father.

### FRANK A. WILLS 1864-1941

Frank A. Wills, chairman of the board of the Supplee-Wills-Jones Milk Company, died in a Lancaster hospital on Friday, June 20, as a result of injuries suffered in an automobile accident three days earlier. He was 77.

Mr. and Mrs. Wills had started out that morning on a vacation trip to Virginia and their car was hit by a lumber truck which, reportedly, went through a red light, the Wills car being thrown against a light standard and overturned. Mrs. Wills' injuries were minor.

Mr. Wills, who was born on a farm near Norristown, started in the milk business as a boy of 17 with a single milk wagon, and saw the industry grow from the "dipper-and-can" method to the present highly complicated, large-scale business.

His initial business grew steadily and from 1904 to 1920 was a part of several mergers resulting in the formation of the Supplee-Wills-Jones Milk Company. Mr. Wills served as president of that firm from 1934 to 1938, and upon retiring from the presidency was named chairman of the board of directors.

He was active in numerous local and nation-wide dairy organizations and in civic and church affairs.

Mr. Wills is survived by his wife, Claire, and three daughters—Mrs. Clifford Dannehower, of Wyncote; Mrs. Indus W. Hughes, of Germantown, and Mrs. Donald Drummond, of Morrisville, Pa.

### Go Easy on Mastitis "Cure"

We have received numerous inquiries and heard many comments recently concerning a new drug which is supposed to be a cure for mastitis. Much of this interest has been aroused by an article which appeared in a recent issue of a farm publication.

Inquiry among several qualified veterinarians revealed that this drug has shown some value but is considered as not nearly equal to the claims intimated for it. It would seem, from the replies to our inquiries, that no layman should use this drug. Instead, a qualified, practicing veterinarian should be called in to diagnose those cases where it might be suitable for use and even then it should be administered only by the veterinarian.

Under average Maryland conditions it costs from \$75 to \$100 to raise a calf to a freshening age, according to M. H. Berry, of the University of Maryland Dairy Department.

### Lancaster F. F. A. Boys See Philadelphia

On June 10-11 forty-five boys from three Lancaster county chapters of the Future Farmers of America made a trip to Philadelphia, where they saw what happened to many of their farm products after being marketed. These boys are members of the F. F. A. chapters organized in connection with the vocational agriculture courses in the West Lampeter, Millersville and Maytown schools. The trip was planned at the request of the agricultural teachers in those schools—Wayne Rentschler, H. P. Siglin and Samuel F. Simmons, respectively.

The itinerary while in Philadelphia was worked out by C. E. Cowan, field representative, and I. Ralph Zollers, secretary-treasurer of the Cooperative. Included in their itinerary were visits to a soup and fruit canning factory, an ice cream plant, a large metropolitan newspaper, the wholesale fruit and vegetable market, a cigar factory, a fluid milk plant, the United States Mint and the offices of the Inter-State Milk Producers' Cooperative.

Special arrangements were also made so the boys could attend a big league baseball game and they visited Fels Planetarium as a group, where they saw dramatizations of astronomical phenomena.

The boys of each of these F. F. A. chapters expressed their appreciation to Inter-State for the help in planning the tour with letters signed by the members, as follows:

We the undersigned members of the Garden Spot Chapter of the Future Farmers of America, West Lampeter High School, express our sincere appreciation to your Cooperative and our friend "Charlie" for

arranging and conducting such a splendid educational tour of industrial plants and other points of interest in Philadelphia. We are sure that this tour will be long remembered and the experiences will be helpful to us in producing better farm products, after seeing the processing of some of these products.

Thank you!  
(Signed) Members of Garden Spot Chapter of F. F. A.

The undersigned members of the Witness Oak Chapter of the Future Farmers of America from East Donegal Township High School, Maytown, Pa., hereby express our sincere appreciation for a most interesting and educational tour. We especially wish to thank our friend "Charlie" Cowan for his kindness and efforts in directing us over the city. We will long remember the things we saw and heard these past two days in Philadelphia—and we shall not forget our good friend "Inter-State Milk Producers' Cooperative" for making our visit possible.  
(Signed) Members of Witness Oak Chapter of F. F. A.

Dear Charlie: (Charles E. Cowan)  
We want to express our appreciation for your trouble and kind cooperation on our trip to Philadelphia. It was a fine trip and we thoroughly enjoyed it. You did a good job and we appreciate it.  
(Signed) Howard P. Siglin for the Millersville Chapter of F. F. A.

### An Educational Mistake

An accident provided a vivid proof of the need of one alfalfa field for additional fertilizer. When this field was being top dressed with 400 pounds of super phosphate and 200 pounds of muriate of potash per acre, a part of the field was missed.

At the time of the third cutting the fertilized part of the field yielded more than double the amount of hay than was obtained in the unfertilized part, and the fertilized alfalfa showed a much better appearance. The fertilized area contained five percent of weeds, while the unfertilized part had a weed count of more than 30 percent.

### Institute of Cooperation To Meet In Georgia

According to an announcement by Charles W. Holman, the American Institute of Cooperation will hold its 17th annual session during the week of January 12, 1942, at Atlanta, Georgia. This will be the first time a winter meeting of the Institute has ever been held, and will be the second time it has been held in the South. The principal discussions scheduled for this session will revolve around the relation of agricultural cooperation to the national defense program.

### Philadelphia Dealers Enter Into Labor Contract

With the ratification by more than 600 employees of the Supplee-Wills-Jones Milk Company of a master labor agreement, that agreement became effective on four Philadelphia dairy firms, including, according to reports, 2,345 dairy employees. Also included in this agreement are Abbotts Dairies, Martin Century Farms and Meyers Dairies. In addition, Scott-Powell Dairies, although not under this master agreement, is under a separate similar contract.

The wage increases agreed upon are retroactive to May 1 for Supplee-Wills-Jones, Abbotts Dairies and Meyers Dairies, and to February 27 for Martin Century Farms.

It was stated by John B. Backhus, president of Local 463 of the A.F.L. union that it will bring wage increases of about \$500,000 a year to dairy workers. He expressed an opinion that this agreement will bring labor peace to the milk industry here, which has had at least one strike a year since 1933.



These Lancaster county F.F.A. boys and their supervisors made an industrial tour of Philadelphia in June. The boys are from the Maytown, Millersville and West Lampeter schools, indicated by Mt, Mu and WL, respectively, after each of their names. Reading from left to right, they are: Bottom row—Wilbert Smoker, WL; Elvin Denlinger, Mu; Lester Witmer, Mu; Albert Warfel, Mu; Chas E. Cowan, Inter-State fieldman; Samuel Simmons, supervisor, Mt; Wayne B. Rentschler, supervisor, WL; Howard P. Siglin, supervisor, Mu; Daniel Kauffman, Mt; Richard Mattern, WL; Jack Kauffman, WL; Donald Esbenschade, WL; Ralph Bradley, Mt; Lloyd Harnish, WL. Middle row—Jay Charles, Mu; John Bleacher, Mu; Wilmer Groff, Mu; Howard Martin, Mu; Altus Kreider, WL; George Vickers, Mu; Christian Kendig, Mu; James Resconsin, Mt; Donald Mylin, WL; Daniel Brubaker, Mu; Glenn Ranck, Mu; Nelson Hostetter; David Duing, Mu; Harry Aungst, Mt; Glenn Herr, WL; Henry Leaman, WL; Raymond Witmer, WL; Paul Weiser, school bus driver. Top row—Charles Kauffman, Mu; Nelson Seitz, Mu; Paul Funk, Mu; Charles Frey, Mu; David Huber, Mu; Willis Gerlach, WL; John Brenneman, Mu; Willard Railing, Mu; Warren Railing, Mu; Arthur Charles, Mu; Willis Breckbill, WL; Harry Musser, Mt; Newlin Groff, Mu; Kenneth Witmer, Mu; Paul Gerlach, WL; Milton Byers, Mu; Clyde Witmer, WL; Jay Geibe, Mt.



## Prices Paid for 4.0% Milk By Philadelphia Dealers

Abbotts Dairies.....	2.44
Baldwin Dairies.....	2.47
Breuninger Dairies.....	2.73
Engel Dairy.....	2.74
Gross Dairy.....	2.77
Harbisons' Dairies.....	2.61
Missimer-Wood-Narcissa.....	2.65
Scott-Powell Dairies.....	2.47
Supplee-Willis-Jones.....	2.51
Sypherd's Dairy.....	2.54

### South Jersey Prices

	Class I	Class II	Class III
May	\$2.85	\$1.65	\$1.42
June	2.85	1.65	1.42

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

**Supplementary Notes to  
Price Table on Page 7**

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

**Average price New York 92-score butter**

Cents Per Pound	Monthly
19	19
20	20
21	21
22	22
23	23
24	24
25	25
26	26
27	27
28	28
29	29
30	30
31	31
32	32
33	33
34	34
35	35
36	36
37	37
38	38
39	39
40	40
41	41
42	42
43	43
44	44
45	45
46	46
47	47
48	48
49	49
50	50
51	51
52	52
53	53
54	54
55	55
56	56
57	57
58	58
59	59
60	60
61	61
62	62
63	63
64	64
65	65
66	66
67	67
68	68
69	69
70	70
71	71
72	72
73	73
74	74
75	75
76	76
77	77
78	78
79	79
80	80
81	81
82	82
83	83
84	84
85	85
86	86
87	87
88	88
89	89
90	90
91	91
92	92
93	93
94	94
95	95
96	96
97	97
98	98
99	99
100	100

	Cents Per Pound		Monthly
	First Half	Last Half	
May	35.43	35.63	35.52
June	34.90	36.25	35.61

**Class III Prices—4.0% Milk**

MARKET	MAY	JUNE
All Penna. Markets	\$1.47	\$1.47
Md. & Del. Stations	1.44	1.45
Wilmington	1.44	1.45

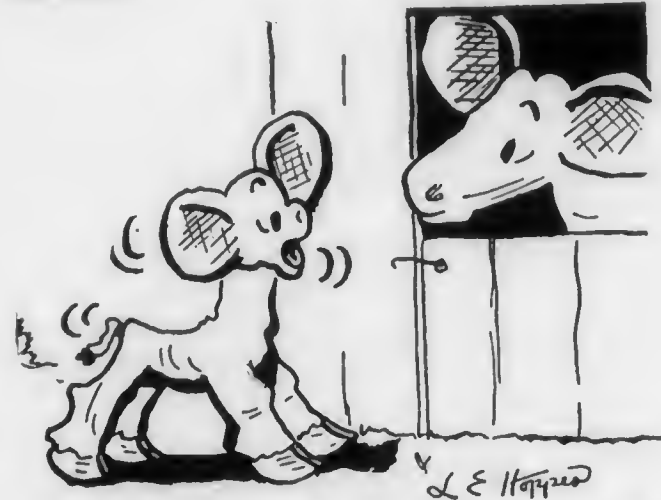
The May average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Traveller: "Why is the church bell ringing this morning?"  
Verger: "Because I'm pulling it, mister."



*"Mom, does a cow have ta be put out in a pasture before she can give pasturized milk?"*

### Classification Percentages—May, 1941

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A".....	56	..	31.5	12.5	..
" " "B".....	53.5	..	34	12.5	..
Baldwin Dairies.....	59.16	..	22.57	18.27	..
Blue Hen Dairies.....	60.04	..	9.58	30.38	..
Breuninger Dairies.....	75.65	..	23.92	43	..
Clover Dairy Co.....	66.7	..	11.3	22	44% of Prod.
Eachus Dairies.....	79	12	9	..	..
Engel Dairy.....	82	..	7	11	64.47% Prod.
Fraims Dairies.....	72.56	..	13.84	13.6	66% of Prod.
Gross Dairy.....	80	..	20	..	70% of Cl. I
Harbisons' Dairies.....	67	..	27	6	..
Hernig, Peter, Sons.....	26	..	74	..	..
Hill Crest Farms.....	68.21	..	31.79	..	..
Hoffman's (Altoona).....	29.5	4.1	65.7	0.7	..
" (Bedford).....	29.5	x	x	x	..
" (Huntingdon).....	29.5	4.1	65.7	0.7	..
Martin Century Farms.....	a82.91	..	a17.09	..	71.05% Prod.
May's Dairy.....	47	2.5	48	2.5	..
McMahon's Dairy.....	y104	y9	—	z	..
Missimer Dairies.....	68.33	..	30.20	1.47	..
Mt. Union S. Milk Co. 1-15	77	7	..	16	..
" " "16-31	73	6	..	21	..
Nelson Dairies.....	53	..	33	14	..
Penn Cress Ice Cream Co.	29.3	2	..	68.7	..
Scott-Powell Dairies.....	52.25	..	44.5	3.25	61.25% Prod.
Stegmeier, Clayton.....	46	5	49	..	..
Supplee-Wills-Jones.....	56	..	37	7	71.4% of Cl. I
Sypherd's Dairy.....	68.4	..	8.1	23.5	..
Turner & Wescott.....	55	..	44	1	..
Chas. G. Waple Dairies...	78	9.2	..	12.8	..
Wawa Dairies.....	56	..	15	29	..
Williamsburg Dairy.....	94	6	..	..	..

NEW JERSEY (*Percentages of Norm*)

	Norm	Cream	Excess
Abbotts Dairies.....	100	Balance	Balance
Castanea Dairy Co. "A".....	83	Balance	34% of Ex
" " "B".....	91	"	34% of Ex.
Scott-Powell Dairies.....	b100	"	Balance
Supplee-Wills-Jones.....	100	"	"

Supplee-Wills-Jones.....100  
a Martin Century paid in May, Class I, 68.08% at \$2.79; 14.83% at \$2.98; Class II, 14.03% at \$1.91, and 3.06% at \$1.95. (Prices of 4% Grade B milk f. o. b. Lansdale.)  
b Bonus paid "A" producers on 52.8 percent of norm.  
x Total of classes IA, II and III is 70.5 percent.  
y Percentage of basic.  
z Remainder of milk in excess of classes I and IA

## Feed Price Summary for June, 1941

Compiled by the Inter-State Milk Producers' Cooperative, Inc.  
from data supplied by a selected list of feed dealers.

Ingredients	June 1941	May 1941	June 1940	% Change June, 1941 compared with	
	(\$ per T.)	(\$ per T.)	(\$ per T.)	May, 1941	June, 1940
Wheat Bran.....	30.86	32.01	30.67	- 0.36	+ .62
Cottonseed Meal 41%.....	39.16	38.37	40.34	+2.06	- 2.93
Gluten Feed 23%.....	29.39	30.06	29.66	- 2.23	- .91
Linseed Meal 34%.....	33.38	32.46	37.76	+2.83	-11.60
Corn Meal.....	38.83	37.87	35.06	+2.53	+10.75
Mixed Dairy Ration 16%.....	34.89	35.22	33.79	- .94	+ 3.26
“ “ “ 24%.....	39.01	37.54	39.44	+3.92	- 1.09
“ “ “ 32%.....	42.80	40.40	41.19	+5.94	+ 3.91
Brewer's Grains.....	30.30	30.21	31.91	+ .30	- 5.05

This sign hangs over a welding shop in New Orleans: "We weld everything but broken hearts and the break of day."

"Man wants but little here below"—  
And What that is, he doesn't know.

Mr. Scribber: "How much board will you charge me for a few weeks while I gather material for my new country novel?"

Hiram: "Five dollars a week unless we have to talk dialect. That's three dollars extra."—*Widow.*

**Prices 4% Grade "B" Milk** (Prices quoted are f. o. b. Delivery point)

**May Averages and May and June Schedules.** (Explanatory Notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price	Class I Price	Class II Price	
		May	May & June	May	June
Philadelphia Dealers.	Philadelphia, Pa.	see page 6	\$2.98	\$1.95	\$1.96
Abbotts Dairies.	Coudersport, Pa.	2.09	2.38	1.87	1.88
" "	Curryville, Pa.	2.14	2.47	1.88	1.89
" "	Easton, Md.	2.14	2.56	1.74	1.75
" "	Goshen, Pa.	2.26	2.63	1.90	1.91
" "	Kelton, Pa.	2.27	2.65	1.91	1.92
" "	Oxford, Pa.	2.27	2.65	1.91	1.92
" "	Port Allegany, Pa.	2.09	2.38	1.87	1.88
" "	Spring Creek, Pa.	2.07	2.34	1.86	1.87
Blue Hen Farms.	Wilmington, Del.	2.28	2.77	1.94	1.95
Breuninger Dairies.	Richlandtown, Pa.	2.44	2.62	1.90	1.91
Centerville Producers' Co-op.	Centerville, Md.	2.39			
Clover Dairy Company.	Wilmington, Del.	2.38	2.77	1.94	1.95
Duncan's Dairy.	Springfield, Pa.	2.55	2.98	1.95	1.96
Eachus Dairies.	West Chester, Pa.	2.67	2.85	1.80	1.81
Fraims Dairies.	Wilmington, Del.	2.47	2.77	1.94	1.95
Harbisons' Dairies.	Brandtsville, Pa.	2.36	2.62	1.90	1.91
" "	Byers, Pa.	2.36	2.62	1.90	1.91
" "	Carlisle, Pa.	2.36	2.62	1.90	1.91
" "	Hurlock, Md.	2.27	2.56	1.74	1.75
" "	Kimberton, Pa.	2.36	2.62	1.90	1.91
" "	Massey, Md.	2.28	2.58	1.74	1.75
" "	Millville, Pa.	2.27	2.50	1.89	1.90
" "	Sudlersville, Md.	2.28	2.58	1.74	1.75
Harshbarger Dairy.	Altoona, Pa.	—	2.96	1.80	1.81
Hernig, Peter, Sons.	Boiling Springs, Pa.	2.08	2.58	1.90	1.91
Hershey Creamery Co.	Greencastle, Pa.	2.15			
Highland Dairy Co.	Doe Run, Pa.	2.41	2.85	1.80	1.81
Hill Crest Farms.	Eddington, Pa.	2.65	2.98	1.95	1.96
Hoffman's.	Altoona, Pa.	2.19	2.96	1.80	1.81
" "	Bedford, Pa.	2.05	2.58	1.80	1.81
" "	Huntingdon, Pa.	2.10	2.70	1.79	1.80
Johnson, J. Ward.	Woodlyn, Pa.	2.55	2.98	1.95	1.96
Keith's Dairy.	Altoona, Pa.	—	2.96	1.80	1.81
Martin Century Farms.	Lansdale, Pa.	2.67	2.98	1.95	1.96
Miller-Flounders Dairy.	Chester, Pa.	2.55	2.98	1.95	1.96
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.44-2.38	2.90	1.79	1.80
Nelson Dairies.	Jeffersonville, Pa.	2.43	2.98	1.95	1.96
New York City Buyers.	201-210 Mile Zone.	2.03			
Pebble Hill Farm.	Doylestown, Pa.	—	2.98	1.95	1.96
Penn Cress Ice Cream Co.	Cresson, Pa.	2.15	2.96	1.80	1.81
Scott-Powell Dairies.	Clayton, Del.	2.18	2.60	1.74	1.75
" "	New Holland, Pa.	2.29	2.66	1.91	1.92
" "	Pottstown, Pa.	2.31	2.71	1.91	1.92
" "	Snow Hill, Md.	2.10	2.44	1.74	1.75
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.20			
Stegmeier, Clayton.	Tamaqua, Pa.	2.31	2.96	1.80	1.81
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.18	2.47	1.88	1.89
" "	Chambersburg, Pa.	2.23	2.55	1.89	1.90
" "	Hagerstown, Md.	2.15	2.49	1.74	1.75
" "	Harrington, Del.	2.21	2.58	1.74	1.75
" "	Huntingdon, Pa.	2.22	2.53	1.89	1.90
" "	Leaman Place, Pa.	2.31	2.67	1.91	1.92
" "	Lewistown, Pa.	2.23	2.55	1.89	1.90
" "	Mercersburg, Pa.	2.23	2.55	1.89	1.90
" "	Mt. Pleasant, Del.	2.21	2.58	1.74	1.75
" "	Nassau, Del.	2.19	2.55	1.74	1.75
" "	Princess Anne, Md.	2.14	2.47	1.74	1.75
" "	Townsend, Del.	2.21	2.58	1.74	1.75
" "	Waynesboro, Pa.	2.23	2.55	1.89	1.90
" "	Worton, Md.	2.21	2.58	1.74	1.75
Swavely, H. R. Dairy.	Pottstown, Pa.	—	2.85	1.80	1.81
Sylvan Seal Milk Co. (Del. only).	F. O. B. Farm.	2.00			
Tri-County Dairy Co.	Honey Brook, Pa.	—			
Turner & Wescott.	Glen Roy, Pa.	2.32	2.65	1.91	1.92
Walnut Bank Farms.	Quakertown, Pa.	—	2.98	1.95	1.96
Charles G. Waple Dairies.	Tyrone, Pa.	2.50	2.70	1.79	1.80
Wawa Dairy Farms.	Wawa, Pa.	2.21	2.98	1.95	1.96

\* A Class I-A Price of \$2.20 per cwt. of 4% milk applies in these markets.



## Secondary Market

### TRENTON

Conditions have somewhat improved in this area during the past month, due to the heavy rainfalls which revived the pastures. Pastures are now quite promising.

The demand for milk is slightly better and some dealers are taking on additional dairies which meet sanitary requirements.

At this time, June 27, there is no definite action on milk control legislation. The present law will expire at midnight, June 30, unless re-enacted.

### WILMINGTON

The milk supply in the Wilmington area is becoming much shorter, with the large dealers taking on new shippers and some smaller dealers offering higher prices in order to hold their present shippers. Several new members have been signed by the Cooperative in this area recently.

The regular meeting of the Marketing Committee was held on June 18, at which the price situation was discussed and Market Manager F. R. Ealy and Committee Chairman R. E. Bower were delegated to attend, the following day, the price hearing called by the Pennsylvania Milk Control Commission at Philadelphia. It is considered that any price change in the Philadelphia market will have a distinct bearing on the Wilmington price.

A representative of the United States Public Health Service has recently made a survey in the Wilmington area, visiting dealers' plants, producer-distributors and several other producers.

### LANCASTER

The principal discussion at the June 16 meeting of the executive committee for this market concerned the hearing to be held at Harrisburg the next day, at which prices of all classifications, except Classes I and IA, were up for consideration. President Walter F. Herr and Market Manager C. E. Cowan attended this hearing, Mr. Cowan presenting the Inter-State's brief.

Mr. Cowan attended the delegate meeting of the Metropolitan Cooperative Milk Producers' Bargaining Agency at Syracuse on June 18, where the proposed amendments to the New York marketing order were discussed. A meeting to bring this information to the local members was held on June 20, in order to

determine how the group should vote on the amendments. The amendments, discussed on another page, were approved in a producer vote and became effective July 1.

The schedule of classes, percentages and prices on which producers were paid for their milk going to New York during May follows:

Classes	Percentages	Prices
I	30.74	\$2.200
I Outside	2.89	2.325
I Relief	1.20	1.630
II-A	12.27	2.125
II-B	4.14	1.899
II-C	2.23	1.849
III-A	12.11	1.776
III-B	16.92	1.799
III-C	9.74	1.629
III-D	2.45	1.574
IV-A	.55	1.499
IV-B	4.76	1.481

The blended price, after deductions and adjustments, was \$1.83 per cwt. for milk of 3.5 percent butter fat, f.o.b. the 201-10 mile zone, the Lancaster price being \$1.865.

### SOUTH JERSEY

The status of the milk control law is of vital interest right now. Up to June 27 no action had been taken on pending legislation, but it is hoped that the present law can be extended a short period while new legislation is being considered further. Representatives of Inter-State, the Dairymen's League and the United Milk Producers of New Jersey met at Trenton on June 24 for a discussion of this problem.

The supply and demand situation is tightening up, with sales reported improving, both in industrial areas and along seashore points. The marketing committee feels that the Class II price in New Jersey is low in comparison with cream prices and they hope for an adjustment as soon as milk control is settled.

### ALTOONA-HUNTINGDON

The last meeting of the Secondary Market committee discussed the price hearings recently held by the Milk Control Commission. Producers are awaiting anxiously the outcome of these hearings and are looking forward to increased prices. It is the feeling of this committee that, as far as possible, the prices and classifications throughout this section should be uniform. The committee is working toward such an adjustment of prices in the various marketing areas in this section, as set up by the Milk Control Commission.

The status of one dealer who is in arrears in payments to producers was discussed, and it was urged that action be taken against him.

### Personal Glimpses

Baseball fans probably have noticed that **Bill Nicholson** of the Chicago Cubs leads the National League with 57 runs batted in, and stands third in the league in home runs, with 14 as of June 25. He is a son of **A. E. Nicholson** of Chestertown, Md.

**Furman H. Gyger** of Kimberton, Pa., Inter-State's director from District 8, was re-elected a trustee of Pennsylvania State College recently.

The **John Carvel Suttons** of Kennedyville, Md., took a trip in mid-June and closer inquiry revealed that it was a second honeymoon in celebration of their 20th wedding anniversary. John is Inter-State's director from District 19.

When the truck on which he was hauling lime slipped out of gear on a steep hill, **Harry U. Miller**, president of Zieglerville Local, suffered serious injuries in the resulting crash. The truck went out of control, upset and turned over several times. He is in a Quakertown hospital.

**Mr. and Mrs. Wilson Leager's** seven-year old son, **Bobby**, seems to like hospital life. He recently underwent a tonsilectomy at the Easton hospital and had had his appendix removed at the same hospital less than a year ago. Their home is at Centerville, Md.

While delegate to the National 4-H Club Camp held in Washington in late June, **Richard Ernest Phillips**, son of **Mr. and Mrs. E. Carroll Phillips** of Middletown, Del., took his citizenship pledge. He was one of 38 farm boys and girls from 24 states at this camp who took this pledge now in anticipation of becoming of voting age their next birthdays.

### Air Conditioned Barn

If we were to hunt for truly contented cows, it is probable we would have to go to the air-conditioned barn in Singapore, Malay Peninsula. The abnormally high temperatures and excessive humidity prevailing in that section reduce the production of dairy cows and shorten the period of lactation. As a result of experiments carried on, it was finally decided to air condition a barn for 120 cows. It was pointed out that the air conditioning may not have increased production above normal but has prevented abnormal decreases in production due to the climate in Singapore.

Medic: "The right leg of the patient is shorter than the left, which causes him to limp. Now what would you do in a case of this kind?"

Voice: "I'd limp, too."—Analyst.



This equipment is used in the grade school cooking project, where young folks learn to use abundant quantities of milk and other dairy products in their cooking. Equipment is loaned by the Dairy Council.

## 20,000 Contacts ..... by Proxy

**M**ORE than 20,000 people saw Dairy Council programs in May, 1941, and yet the programs were not put on by Dairy Council staff members.

These figures, not included in the Council's 72,000 direct contacts for the same month, are the result of a program of lending materials to schools in Philadelphia—projects, stories with slides, pictures and properties, movies, and costumes for plays.

In that one month, 17 sets of costumes were loaned to schools who put on plays supplied by the Council. The visual education department of the Board of Education showed 83 Council movies, reaching a total of 11,650 children. Projects and stories were constantly being sent out to schools. All of these have a definite teaching value and a place in Dairy Council activities.

### School Children Know Patsy

First of all, there is Patsy. Most of the school children in the Philadelphia vicinity know Patsy. They know her bright red coat and her plaid raincoat. They know how to make her bed, set her table, and dress her. And they know what foods Patsy eats. Patsy's favorite food is milk, and they all know that, too.

Patsy is a doll project for kindergarten, first, and second grades,

loaned to teachers for two weeks at a time. The teacher reads the story of "Patsy's Day" and puts up the four colorful posters showing Patsy eating breakfast, playing, running to the store, and going to bed. Then the children live with Patsy for the two weeks and see that she follows the health habits.

Today, the Council has five Patsy projects which move from teacher to teacher and from school to school. Patsy is just a doll, but if she were really alive and had dozens of college degrees she couldn't do a better job of teaching health than she is doing now and has been doing for more than ten years.

### They Learn By Cooking

Simple nutrition is taught in the first three grades by means of a cooking project which includes a two-burner stove, pots and pans, an egg beater, a milk shaker, a measuring cup, a double boiler, and a salad bowl and slicer. With it goes mimeographed suggestions for the teacher, a brightly-colored poster, and the "Child's Cook Book."

Teachers work out their own cooking lessons and often the children build a kitchen out of packing boxes and furnish it with curtains, orange crates, and anything else their imaginations may suggest.

The recipes are for such simple, healthful foods as oatmeal, cocoa,

milk shakes, salad, eggs, puddings, custards, and ice cream. There is nothing quite like a first cooking lesson to get children interested in food—and in milk.

### Teachers Use Other Projects

A farm project with a large cardboard cow, a milking stool, and a bucket is used by first to fourth grade teachers. Infant care is taught to fifth and sixth graders with a doll, baby clothes, bottle, and bassinet collected into a baby project.

Altogether, there are 14 different projects and special studies to be sent out to schools—a food model exhibit, instructions for making puppets and giving puppet shows, a set of dairying dolls, a project on "The Story of Milk," a casein project and others.

Seven silent films are loaned to schools and organizations and used along with ten sound movies by the Board of Education; eight stories with slides, eleven with pictures, and seven with properties may be borrowed; twenty plays have been prepared for teachers to put on with Council costumes but without Council supervision.

The great advantage of this army of lending materials is that through it the Council can give thousands of people its milk message each month with very little expense. The health education staff may spend its time with the meetings and programs which, in May, reached those 72,000 people. Patsy and her fellow workers will take care of themselves—and more than 20,000 others besides.

## Cream Lines

"The Job of Local Councils in National Defense" was the theme of the Annual Dairy Council Summer Conference in Chicago on June 26, 27, and 28. Daily topics for the meetings were "Nutrition Education," "Effective Operation," and "Methods and Materials."

Attending the conference from Philadelphia were President C. I. Cohee, Wesley S. Holmes, Robert C. McKinley, Miss Frances Hoag, Miss Lucy Queal, Miss Bertha Lawrence, Miss Florence Sailor, and Miss Mary Forman. Miss Hoag, Miss Forman, and Miss Queal also attended the National Nutrition Conference in Chicago.

The Dairy Council's special permanent exhibit in the Philadelphia Zoological Gardens is available to more than 220,000 people who visit the Zoo each year. The exhibit consists of a model dairy barn and one of each of the four major breeds of dairy cattle, Guernsey, Jersey, Holstein, and Ayrshire. Many of the city children have their first glimpse of a cow at this dairy barn.

The Dairy Dell established by the Council in the Benjamin Franklin Institute is similarly available to the 162,000 people who attend the museum annually.



## Commission Hears Testimony From Producers and Dealers

THE hearing on prices in the Philadelphia market, which was called by the Pennsylvania Milk Control Commission at the request of the Inter-State Milk Producers' Cooperative, opened on June 19 and continued on June 20 and 24.

The calling of this hearing, as explained in previous issues of the Review, was delayed by the uncertain legislative situation, but immediately upon passage of the bill amending the Milk Control Act and concurrence by the Lower House in the Senate's amendments, the Commission issued the hearing call. It was considered impossible to await action on the bill by the Governor, as further delay would aggravate an already serious situation confronting producers.

The first testimony presented at the hearing was that by Mr. W. L. Barr, farm management specialist at Pennsylvania State College, who was called by the Commission in order to give the results of production cost studies compiled and analyzed by Mr. Barr.

### Inter-State's Testimony

He was followed by Francis P. Willits, Jr., Inter-State's statistician, who presented a comprehensive statistical brief showing the supply and demand situation, facts on production costs and facts relating to the consumer's purchasing power. This is discussed more fully on page 2.

Mr. Willits was followed by O. H. Hoffman, Jr., Inter-State's general manager, who described further some of the needs of producers and the responsibility of the Commission in returning to producers a profit corresponding to that allowed distributors.

Several other producers also testified, the substance of their testimony supporting the cost of production figures presented by Mr. Willits. In fact, several of these producers made oral statements seconding Inter-State's presentation rather than to consume the time necessary to present their prepared statements.

The principal witness for the Commission was John Pfautz, who presented results of numerous studies and statistical compilations made by the Commission on prices, volume, classifications and related data.

The Philadelphia Milk Exchange was represented by its executive secretary, Thomas Waddell, who presented data on dealers' margins, selling prices and other material relating to the market. He made

an appeal that cream cheese be allowed to remain in Class III or be transferred to Class V, the price of which is only a few cents higher than the present Class III price. He also entered a plea that no change or limit be placed on Class III.

Increased costs were enumerated, including higher wages, it being stated that, based on May, 1941, rates, the total labor costs of 12 dealers in 1940 would have been \$868,939.08 more than was actually paid in 1940, and \$1,418,861.91 more than was actually paid in 1937. It was stated that these are percentage increases of 8.825 and 15.262 respectively.

### Taxes on Increase

Taxes constitute another item which they stated had increased tremendously, being estimated at from 40 to 50 percent higher than in 1937. The increased cost of cream, under the price schedule of the Commission, was emphasized in this testimony.

The dealer representative spent considerable time discussing their estimate of producers' costs. These, however, were not backed up by surveys or reports from the territory as were the comprehensive data put upon the hearing record by Inter-State.

Two significant proposals were included in this testimony, one to the effect that "it is the duty of the Commission to give the cost of production to the farmers for that part of the farmer's milk which is in Class I, plus a percentage of Class I milk to take care of the needs of and fluctuations in the market." This statement would, it seems, imply that producers might be asked to fulfill at a loss the dealers' needs for milk in the lower classifications.

### Farm Labor

Their other proposal which referred to producers' problems was with regard to farm labor, in which it was stated that "It seems axiomatic that it is impossible for the farmers to compete with the high prices being paid by the defense industries." Following this it was stated that the farmer's real inducement to keep help on his farm is to appeal to the fair mindedness of his hired man by telling him that there is a steady job waiting for him on the farm—good times or hard times. Unfortunately, this does not work any better on the farms than, apparently, many dealers have found it to work in their own plants, where they have had to

increase wages in order to hold their employees and where, we understand, some of them have even then lost a few men to higher paying defense industries.

Testimony was also given by individual dealers regarding the proposed cream cheese reclassification, in which it was stated that if the milk used for this purpose were moved from Class III into Class II it would cause a loss to dealers who had expanded their plants for that purpose, and that these expansions were made with the expectation that this milk would be kept in Class III.

### Maryland Herd Shows Marked Improvement

The dairy herd at the University of Maryland, according to K. L. Turk, head of the Department of Dairy Husbandry, has increased approximately 58 percent in production since 1936.

Dr. Turk reports that this has been accomplished largely by practicing a rigid culling program to eliminate low producers from the herd, together with a careful feeding program.

He points out that this increase is more remarkable when it is considered that a majority of the animals in the herd were fed various experimental rations, many of which were not conducive to optimum production.

### THE MAN IN THE GLASS

When you get what you want in your struggle for self,  
And the world makes you a king for a day,  
Just go to the mirror and look at yourself,  
And see what the "man" has to say.

For it isn't your father or mother or wife  
Whose judgment upon you must pass.  
The fellow whose verdict counts in your life  
Is the one staring at you from the glass.

You may be like Jack Horner and chisel a plum  
And think you are a wonderful guy,  
But the "man in the glass" says you are only a bum  
If you can't look him straight in the eye.

He's the fellow to please, never mind all the rest,  
For he's with you clear through to the end,  
And you've passed your most dangerous, difficult test  
If the "man in the glass" is your friend.

You may fool the world down the pathway of years,  
And get pats on the back as you pass,  
But your only reward will be heartache and tears,  
If you've cheated "the man in the glass."

## Oleo Industry Given Unusual Privileges By FSA

THE dairy industry is not only concerned but downright worried about its future, as a result of oleomargarine standards promulgated by the Federal Security Administration, which leaves the doors wide open for oleo manufacturers to use certain chemicals of no food value whatever in order to better imitate butter and to improve the keeping qualities of this substitute fatty preparation.

Specifically, this "standard" allows the use of the artificial flavor diacetyl and the only known purpose for its use is to give to the fat used in oleo a flavor that will be more like that of butter.

This Federal agency also approves the use of lecithin in oleo, so as to improve its "pan-frying" quality. Certain other complex chemical materials may be used which are designed to improve the texture and to prevent the loss of moisture from oleo. Benzoate of soda or benzoic acid may be added to oleo as a preservative because "present conditions of retail distribution of oleo do not afford adequate refrigeration for the product."

Another door is opening for the oleo people to imitate butter by permitting them to add 9,000 USP units per pound of vitamin A so as to, quoting the FSA report, give this product "a vitamin A content comparable with butter." These standards were published on June 7 and the doors will be open to the oleo people on September 6.

This sweeping government edict is expected to be followed by an intensive advertising campaign by the oleo people, combined with a behind-the-scenes propaganda campaign, which will urge the public to use oleo so as to save butter for our soldiers and the Allies. The oleo people, it appears, would be the sole beneficiaries of any such program.

With 3,000,000 farmers of this country depending on dairying for a large part of their income, and another 2,000,000 farmers getting some income from this industry, this broad approval by the government of this wholesale imitation of butter is likely to prove disastrous to the entire agricultural industry.

This disaster will not be recognized by many until the temporary prosperity created by the defense program is over and wholesale adjustments in our national economy will be required. If any important part of the normal dairy markets are then in the hands of the oleo

people, our dairymen, and with them all other farmers, will face almost certain ruin.

The doctor was examining school children. One youngster was underweight.

"You don't drink milk?"

"Nope."

"Live on a farm and don't drink milk at all!"

"Nope. We ain't hardly got enough for the hogs."

Nothing great was ever achieved without enthusiasm.



Countour or "strip" farming as shown in this picture is one way to keep water from running down hill and carrying with it the surface soil. In the foreground is farm of James R. Wood, whose milk made the highest score (98.2) at the 1941 Pennsylvania Farm Show; right center, farm of Clayton Keener; left center and background, farm of H. Bennett Coates—all members of Inter-State.

### Discard Broken Utensils To Avoid Accidents

Is your kitchen ready for the busy summer ahead? Are your canning supplies and equipment ready? Has your kitchen been cleared of knick-knacks and other unnecessary articles?

Much time and energy is saved if everything is in order and ready for use, believes Miss Edith Morton, home economics specialist at Pennsylvania State College. Most storage spaces are overcrowded because many homemakers have the habit of saving everything. If you are guilty of this habit, reform by discarding all utensils no longer useful.

If there is a larger stock of utensils than is used daily, you will save time if you sort out the supply, suggests Miss Morton. For example you may bring out utensils for top-

### Butter Scoring Methods Need Improvement

The butter industry of this country is protesting the butter buying methods used by the United States army, stating that the scoring is lax and, as a result, a lot of actual 90-score butter is being passed by the army butter scorers as 92-score.

The result of this has been a narrowing of the spread between high and low score butter, with a loss to those creameries that regularly put out a high score product and to the producers supplying those creameries. It also has the detrimental effect of destroying the incentive of producers and butter makers alike to put out the best possible quality product.

of-the-stove cookery, and list the advantages, such as straight, seamless sides, flat bottoms, easy to clean, and size suitable for the family. Find covers that fit each utensil, and store those not to be used often. Storing these will give you room on shelves that may be used to better advantage.

After the culling process, if equipment seems to require some additions, plan and take time to select those items which will meet each individual need and bring satisfaction in using.

Production of plows for tractor use has passed production of horse-drawn plows in the U. S., according to the Census.

Nearly three million cases of asparagus are canned annually in the U. S., Census Bureau records show.



## Milking Machine Pointers

### Right Care and Cleaning Are "Musts"

**M**ILKING MACHINES are expected to occupy an increasingly important place on our dairy farms during this period of short help and high costs. They save both labor and time but they also present certain difficulties, principally in the proper handling of them and in their cleaning, neither of which can be entrusted to careless or inexperienced help.

In fluid milk areas the more general use of milking machines has been held back because of disfavor from health authorities, traceable too frequently to improper cleaning of machines. The blame for this improper cleaning is difficult to place, but a part of it at least must be assumed by some milking machine salesmen (a minority) who, in order to make today's sale, insist that there is "nothing to it" when it comes to cleaning the machines.

#### Cleaning Not Difficult

The cleaning of milking machines is not a difficult job, but at the same time it is a job that can not be slighted without disastrous results. Simply stated, this cleaning process breaks down into three separate and important steps—rinsing, cleaning and sterilizing. Milking machine manufacturers, when installing their equipment, give tried and true methods for cleaning their machines and if these are followed there should be no difficulty.

#### Step 1 - Rinse

The first step is rinsing, which should always be done immediately after milking the last cow, using either cold or lukewarm water. The usual procedure is to lower the teat cups into the pail of water, thus drawing the water through the rubber parts into the milker pail, removing practically all milk. Momentarily withdrawing the teat cups from the water several times during this process makes this rinsing more effective.

#### Step 2 - Wash

The next step is to put every part of the machine with which milk comes in contact into hot water—water too hot for the hands—to which has been added an alkali dairy cleaning powder (never use soap). Leave these parts in this solution for five or six minutes, thus thoroughly loosening all material that may be adhering to the surfaces. Brush all these parts thoroughly, thus removing all traces of milk and butterfat. This should

be followed by a clear water rinse, in order to remove any traces of cleaning powder.

#### Step 3 - Sterilize

The third and final step is the sterilizing of all these parts, including the pails, pail covers and rubber parts. This can be done by rinsing with a chlorine dairy sterilizer, by immersion in water of 180 degrees or hotter for at least ten minutes, or by exposure to live steam for at least thirty seconds. Hot water or steam will not damage the rubber parts if they are absolutely clean.

The quickest, most effective and generally accepted practice for sterilizing the rubber tubing, including teat cups, is through the use of a sterilizing rack. This consists of a jar, or an inverted bottle, containing sterilizing solution and a rack for holding the rubber parts. After each washing the rubber parts are placed on this rack and filled with fresh solution from the jar. When the milking machine is next used the solution in the tubes and teat cups is drained off and used for other purposes or discarded. Keeping these parts filled with a sterilizing solution on this rack prevents recontamination between milkings.

#### Protect from Dust

After washing, the pails and other parts should be handled much the same as regular pails, that is, placed upside down on a suitable metal rack, protected from dust and flies. They may be sterilized immediately after cleaning or, if a chlorine sterilizer is used, just before the next milking.

The milking machine installations which include pipe lines require certain care of that part of the equipment. These lines should be so installed that any moisture which may condense in them can be drained off by opening a valve installed at the low point in the line. In addition, these lines need cleaning at least every two weeks—or at once if by accident any milk whatever is drawn into the line.

#### Pipe Line Care

In cleaning the pipe line a solution of one-half can of lye in about 12 quarts of boiling water is drawn through the line by means of an air tube attached to the most distant opening on the line. This is followed with clear, fresh hot water, so as to remove any solution that may be left in the line. The vacuum tank or condensation pail near the vacuum

pump should be drained after each of these operations.

The final step is to open one by one each stall cock for a few seconds, drawing air through it and thus drying it out, then opening the farthest stall cock and drawing air through the entire pipe line for at least five minutes, so as to dry out the entire line. If there is more than one pipe line, repeat this procedure on each line. The rubber tubing with which the milker unit is connected with the pipe line should be included in this cleaning process.

#### Use Good Sterilizer

There are several reliable chlorine sterilizing compounds on the market. The generally recommended strength is 200 parts per million (p.p.m.). Directions for making up solutions of various strengths are usually included on the package. It is recommended that a comparatively small supply of such materials be bought at one time because of the danger of losing strength. They should be kept in a cool place and out of the light, with a new supply of the solution being prepared frequently. If too weak, it will not do the work; if too strong, it may be hard on the rubber parts. Some success has been obtained by making up a stock solution of chloride of lime. These homemade solutions, however, are of uncertain strength and also may cause a powdery deposit on the equipment on which they are used.

Success has also been obtained with the use of a lye solution in the sterilizing racks, for which a 0.5 percent solution is recommended. To make this solution, dissolve the contents of a 13-ounce can of lye (strength, 94 percent sodium hydroxide) in one gallon of water, which gives a "stock" solution. Then, as needed, add seven ounces, slightly less than one-half pint, of this stock solution to one gallon of water, which gives the 0.5 percent solution.

#### Use Right Washing Material

Whether washing the milking machine is a simple job or a menial task depends largely upon the equipment available. Most manufacturers supply special brushes with the machines so that every part of the equipment can be brushed easily and quickly. Use those brushes according to directions and, when worn out, get new ones. Likewise, the type of washing vat, the amount

(Please see next page)

## Blitz Hits German Co-ops

**O**NE of the highest compliments ever paid the cooperative movement has been paid it by the Nazi government in doing away with cooperatives in Nazi Germany as being dangerous to their totalitarian plan. They apparently recognized cooperatives as being democratic in principle and in their operations, and it would seem from the Nazi decree that Nazism and cooperatives do not get along together.

This is evidenced in the Farm Credit Administration report that "11,000 coop stores that were once an important part of the coop movement were wiped out with one blitz stroke in Germany in March of this year. A decree issued by the Minister for National Economy in Germany, Dr. Funk, with the aid of Dr. Ley, leader of the German Labor Front, transferred all the property and funds of consumers' cooperative societies to the Labor Front on the first of March.

"Ever since the Nazi regime came into power it has been seeking to put all cooperative organizations out of business in Germany. Under a law passed in 1935 the big locals at Berlin, Leipzig, and Dresden were done away with and the whole German cooperative movement would undoubtedly have been finished off at that time had the leaders of the anti-cooperative drive not begun to feel that they were going too fast, even for Nazi Germany.

"Nazi Germany seeks to make the coop movement an instrument of political organization and action. In its early stages the National Socialist regime said when the German cooperative societies were placed under the Labor Front that the societies had not been seized but had simply been taken into 'protective custody.' The decree just issued shows what the Nazi leaders really mean when they talk about protective custody. Friends of the cooperative movement the world over are now concerned with what will become of the great cooperative societies of farmers and consumers in Norway and Denmark and perhaps ultimately in Sweden?

"In doing away with the once flourishing cooperative movement in Germany, Dr. Ley writing in the 'Angriff,' official organ of the National Socialist party in Germany, admitted that these cooperative societies 'have always been one of our strongest opponents.' How to get rid of them has been a hard nut for the Nazis to crack but they have succeeded on the home front at last. "Explaining the trouble he had with killing the coop movement Dr.

Ley pointed out that the worker saw in the coops something he 'had created and in which he had invested many millions of capital, as well as millions of savings. For this reason, we could not have liquidated the cooperatives without causing great disquiet among the broad masses.' But despite their admitted economic importance and the sacrifice that the people had put into building them 'their ten million members were all enemies of National Socialism' and so the movement had to be stopped dead.

"With leaders like this taking control in that section of Europe which has always been known as the mother of the cooperative way is it any wonder that fears for cooperatives the world over are felt as Hitler crushes his way toward greater power?"

#### Milking Machine Pointers

(Continued from Page 12)

and availability of hot water and the arrangements for storing the milker equipment between milkings make a lot of difference in the amount of work involved.

The success or failure of milking machines depends, to a great extent, upon the skill used by the operator in the actual milking process and the thoroughness with which the equipment is cleaned and sterilized. Many dairymen have found that the young folks, even as young as 12 years, with an interest in the farming business, are far better milking machine operators than is much of the farm help available today.

It can well be said that the milking machine is a real labor and time saver and an asset to those who can and will use their machine with intelligence and clean and sterilize it properly. For any who are not in position, or are not inclined, to do these things as they must be done, a milking machine is likely to prove a disappointment.

The shortage of shipping facilities for coast-wise trade may create a shortage of phosphate fertilizers in the northeastern states. Most of the phosphate fertilizers used in this section are obtained from Florida mines and if a further curtailment of water shipping facilities should occur, difficulties are expected in obtaining adequate supplies of this material.

Rufus: "How are you getting along with your arithmetic?"

Susan: "Well, I've learned to add up the oughts, but the figures still bother me."

## THREE STRIKES ON MILK PRODUCING WORRIES!

These Three Diversey Products Protect Your Milk! ... Help You Make More Money

**1. DUMORE** CLEANS SAFELY  
Here's the first step to quality milk! Clean utensils right after milking with DUMORE. Attacks milk fat and dirt vigorously, but is gentle to hands. Economical to use ... rinses quickly, freely. Leaves no film or scale.

**2. DIVERSOL** DISINFECTS QUICKLY WITHOUT RUSTING  
Just before milking, disinfect utensils with DIVERSOL. Diversey is the only disinfectant that quickly kills milk-spoiling bacteria without causing rust. Simply dissolve in hot or cold water and DIVERSOL is ready to use.

**3. DICOLOID** REMOVES MILKSTONE SAFELY  
Milkstone harbors milk-spoiling bacteria. Protect your milk by cleaning milk pails and milking machines regularly with DICOLOID. This concentrated powder is readily applied with a wet brush. Powerful cleaning action quickly removes stubborn contaminations without injury to cans.

THE DIVERSEY CORPORATION • Chicago, Ill.



## Land O'Lakes Creameries Now 20 Years Old

Land O' Lakes Creameries celebrated its twentieth birthday on June 7, 1941. Just twenty years earlier, farmers from 350 cooperative creameries met in St. Paul and decided to organize their own marketing association. This organization was originally known as the Minnesota Cooperative Creameries Association, but upon expanding outside of Minnesota the name was changed to Land O' Lakes Creameries.

Today this cooperative stands proudly on its record of achievement. It is marketing dairy products for almost 100,000 producers and produces the world's largest-selling sweet cream butter. During these twenty years it has sold dairy and poultry products valued at \$623,390,415.

Land O' Lakes has long been a stabilizing influence in the butter markets of the country and the increased return obtained by its members through its activities, although not subject to accurate measure, was undoubtedly tremendous.

When buying dairy supplies why not patronize Review advertisers?



# Dairy Prices Show Strength

**M**ILK PRODUCTION reached its season's peak during the last week of May and has now started its normal seasonal downward trend. Total milk deliveries per producer, however, are greater than they were a year ago, this increased supply being absorbed readily by the market.

Data on about 5,000 herds showed a daily average production of 332 pounds per day during the week ending June 14, as compared with 341 pounds during the week ending May 31, according to the "Weekly Milk and Cream Report," issued by the USDA.

Milk sales, both for fluid consumption and for manufactured needs, show a firm trend and prices for manufacturing purposes are averaging considerably higher than a year ago. Dealers from Newark, N. J., to as far south as Virginia, have been through this milk shed trying to find additional supplies for their markets.

Although no data on fluid sales are available for Philadelphia alone, the Milk Industry Foundation report covering 152 United States markets shows a sales increase of 8.91 percent in May, 1941, as compared with May, 1940. Average daily sales in May were 7,162,696 quarts. The same report states that milk company payrolls showed an increase of 6.21 percent over May, 1940, with employment down 0.07 percent.

Fluid milk prices in other markets have shown several changes the past few weeks. Class I increases which became effective are: Huntington, W. Va., 40 cents per cwt.; Charleston, S. C., 12 cents; Detroit, Mich., 32 cents; Grand Rapids, Mich., 25 cents; Evansville, Ind., 25 cents; St. Joseph, Mo., 15 cents; Spokane, Wash., 28 cents; Seattle, Wash., 25 cents; and a flat price increase of 28 cents on all milk at Salt Lake City, Utah. These were reported in the USDA report, "Fluid Milk Prices in City Markets," which mentioned no downward revisions.

Retail price advances of one cent per quart became effective in the Huntington, Detroit, Grand Rapids, Evansville, St. Josephs and Spokane markets, and also in Lansing, Michigan; Minneapolis, Minnesota; and Davenport, Iowa, in which markets the amounts of the producer price increases were not reported.

Cream prices were quoted at mostly \$18.50 per 40-quart can of 40 percent cream for the week ending June 21, this being for cream meeting the requirements of Newark,

Lower Merion Township and Pennsylvania inspections. In terms of 4 percent milk equivalent, this is equal to \$2.15 to \$2.20 per hundredweight with no allowance for skim-milk value or cost of separation. This is a considerably higher price than the June Class II price, which is \$1.96, f.o.b. Philadelphia, per hundredweight of 4 percent milk.

Evaporated milk production during May totalled 354 million pounds, making the five-month 1941 total 1,154 million pounds, an increase of 120 million pounds, or 11 percent, over the output during the same five months of 1940. In spite of this tremendous increase in production, stocks of evaporated milk on hand on June 1 were only 174 million pounds, a 40 percent decrease from June 1, 1940. Prices paid by evaporators to producers in May averaged \$1.66 per hundred pounds of 3.5 percent milk, as compared with \$1.56 in April and \$1.26 in May, 1940.

Butter prices during this peak-production season have advanced, which is contrary to the normal trend, and are now higher than in any June since 1930. The month's peak was 37.5 cents, reached on the 24th, and the month's average was 35.61 cents, wholesale price for 92-score butter at New York. The May price was 35.52 cents and June a year ago it was 26.9 cents. With each one cent advance in the butter price the Philadelphia Class II price advances 4.8 cents but, even so, the Class II price has not kept pace with quoted prices of cream on the open market.

Accompanying these higher prices has been an increase in the storage holdings of butter which, in the 10 leading markets, totalled approximately 57 million pounds on June 27, an increase of 22 million pounds over the corresponding date last year.

Dry milk production exceeded 48 million pounds in May, 1941, an increase of 5 million pounds over a year earlier. The dry buttermilk output was 4.3 million pounds in May this year, as compared with 3.5 million a year ago, while the production of dry whole milk was 3.5 million pounds, as compared with 3.8 million in May, 1940.

The average price of dry skim-milk, which was 5.36 cents a pound a year ago, had increased to 6.63 cents this year. Dry buttermilk prices increased from 5.06 to 5.7 cents and dry whole milk prices from 15.09 cents to 17.93 cents.

The supply of dry skim milk on hand on June 1 was 29.5 million

pounds, as compared with 30.3 million on June 1, 1940. The dry buttermilk supply was slightly higher this year—2.1 million, as compared with 1.7 million last year; and the dry whole milk supply was also larger—2.3 million, as compared with 2.2 million on July 1, 1940.

Feed prices showed considerable increase in June over May and several feeds were higher in price than in June, 1940. Increases over last June include wheat bran, 0.62 percent; corn meal, 10.75 percent; 16% dairy ration, 3.26 percent; 32% dairy ration, 3.91 percent. The increases over May include cottonseed meal, 2.06 percent; 34% linseed meal, 2.83 percent; corn meal, 2.53 percent; 24% mixed dairy ration, 3.92 percent; and 32% dairy ration was up 5.94 percent. The price of brewer's grains was also up slightly. Further comparisons on feed prices will be found in the tabulation on page 6.

According to the "Weekly Feed Market Review" we find that "Wheat feeds were higher in response to the light offerings available for immediate shipment and an urgent demand," and also that "The heavy offals were in more active request than bran and price of middlings and shorts averaged about \$1.40 higher." It was also stated that "Oilseed cakes and meals advanced sharply during the week and prices were up \$1.50 to \$4.00 per ton."

JUNE, 1941, BUTTER PRICES			
92 Score, Solid Pack			
Date	Philadelphia	New York	Chicago
2	36	35 1/2	35 1/4
3	36	35 1/2	35 1/4
4	35 1/2	35	34 3/4
5	35	34 1/2	34 1/2
6	35	34 1/2	34 1/2
7	35 1/4	34 3/4	34 3/4
9	35 1/4	34 3/4	34 3/4
10	35 1/4	34 3/4	34 3/4
11	35 1/4	34 3/4	35
12	35 1/4	34 1/2	34 1/2
13	35 1/4	34 1/2	34 1/2
14	35 1/4	34 1/2	34 1/2
16	35 1/4	34 3/4	34 3/4
17	35 1/4	35 1/2	35 1/2
18	36 1/4	36 1/4	35 1/2
19	36 1/4	36 1/4	35 1/2
20	36 1/4	36 1/4	35 1/2
21	37 1/2	37	36 1/4
23	37 1/2	37 1/2	36 1/4
24	38	37	36 1/4
25	37 1/2	37	36 1/4
26	37 1/2	37	37
27	37 1/2	37	37
28	37 1/2	35 1/2	36
30	36 1/2	35 1/2	35 40
Average	36.14	35.61	34.72
May '41	36.02	35.52	34.72
June '40	27.38	26.90	26.27

Drunk (to splendidly uniformed bystander): "Shay, call me a cab, will ya?"

Splendidly Uniformed Bystander: "My good man, I am not the doorman; I am a naval officer."

Drunk: "Aw right, then call me a boat, I gotta get home."—Panther.

Common sense is the knack of seeing things as they are, and doing things as they ought to be done.

## Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during May, 1941.

Farm Calls.....	2164
Non-Farm Calls.....	353
Butterfat Tests.....	5093
Plants Investigated (first half May).....	20
(second half May).....	25
Herd Samples Tested.....	779
Brom Thymol Tests.....	1154
Microscopic Tests.....	1076
Sediment Tests.....	2
Gravity Tests.....	1
Membership Solicitations.....	323
New Members Signed.....	46
Local Meetings.....	2
Attendance.....	53
District Meetings.....	4
Attendance.....	62
Committee Meetings.....	13
Attendance.....	156
Other Meetings.....	5
Attendance.....	369

## Inter-State Asks Increase

(Continued from Page 2)

comparisons were made between the f.o.b. Philadelphia price of Class II milk and the milk equivalent value of cream meeting the requirements of the Lower Merion Township and Newark, N. J., markets. It was shown that producers received, during the first five months of 1941, an average of approximately 11 cents per hundredweight less for Class II milk than the milk equivalent value of this open market cream. It was recommended that the formula for Class II milk be increased by 12 cents per hundred pounds, thus restoring the formula which was dropped in the spring of 1938.

Two recommendations were made on Class III milk; first, that the formula be changed so as to take advantage of the value of the "over-run" of butter. The formula suggested was the butterfat test times the monthly average price of 92-score butter at New York, plus 20 percent and minus 15 cents. With butter at 35 cents this would give a price 8 cents a hundredweight higher than under the present formula. It was also recommended that milk used for the manufacture of cream cheese be reclassified in Class II.

Due to the length of this brief, 28 pages, it is impractical to reprint it in full. It has been mimeographed and copies sent to delegates, local officers and secondary market committeemen. Copies of it and of Mr. Hoffman's prepared statement will be sent other members requesting them as long as the supply lasts.

Silence is always safe, and is frequently the smartest thing we can say.

## New York Prices Go Up July 1, Again August 1

Amendments have been written and submitted to producers covering the marketing order for the New York Metropolitan area. Hearings on proposed amendments were held in May, the amendments were then prepared and submitted to cooperatives and producers for vote, with mail ballots to be returned by June 21.

The most important change in the order is that which raises the price of Class I milk to \$2.65 per hundred pounds of 3.5 percent milk, f.o.b. dealers' plants in the 201-10 mile zone. This price is effective in July, 1941, and from August, 1941, through March, 1942, the Class I price shall be \$2.88 per hundred pounds.

Effective next April, unless further amended, the price shall revert to the present schedule which fluctuates according to the price of butter and would, with present butter prices, be \$2.40 from April through July and \$2.65 the remainder of the year.

Another important change was the reclassification of certain uses of milk, whereby the number of classes were reduced from ten to seven. Certain changes were also made covering diversion payments on milk transferred from a receiving plant to a manufacturing plant in the country. There were also some changes made in the pricing of lower classifications of milk.

Several minor changes were made to improve the administration of the marketing order which would have little or no effect on prices or returns to producers.

In the referendum 25,944 votes were cast and, of these, 25,599 or 98.75 percent approved the amendments. There were 59,784 producers in six states eligible to vote. The amendments became effective on July 1.

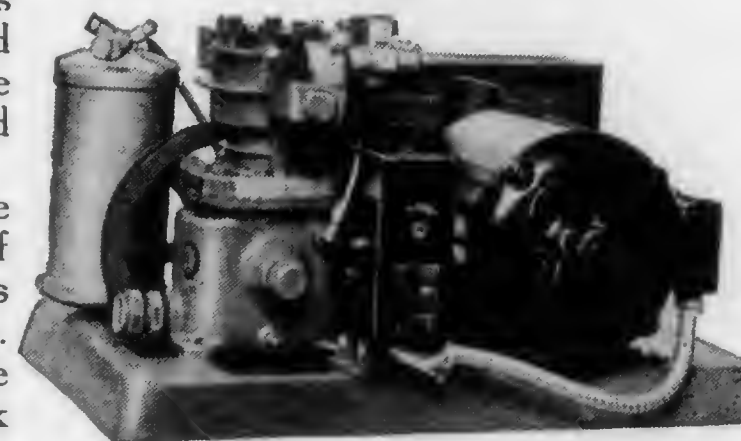
## Meeting Calendar

- July 15—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.
- July 22—Altoona-Huntingdon Inter-State Milk Marketing Committee—Hollidaysburg, Pa.
- July 24—Wilmington Inter-State Milk Marketing Committee—Newark, Del.
- July 29—Trenton Inter-State Milk Marketing Committee—19 W. State Street, Trenton, N. J.
- August 4-6—Pennsylvania Country Life Conference—Indiana, Pa.
- August 5-6—Cumberland County Dairy Cattle Show—Williams Grove, Pa.
- August 7—District 26 Picnic—Cowan's Gap State Park, Allen's Valley, Pa.
- August 13-16—Pennsylvania 4-H Club Week—State College, Pa.

The optimist says his glass is half full; the pessimist says his glass is half empty.

## For Every Dairy COOLING REQUIREMENT

M & E Automatic Refrigerating Compressors bring modern, profitable, low-cost cooling and storage to all farms, large or small. Electric motor or gasoline engine powered, heavy-duty compressors in models and capacities to meet all requirements. Equipment that quickly earns its cost by protecting quality and profits—preventing waste.



M&E Model 20-25-33  
2 Cylinder, 1 1/2" Bore, 1 1/4" Stroke  
1/5-1/4-1/3 HP Motor

We will be glad to mail you catalogs and full information

**MERCHANT & EVANS CO.**  
Philadelphia, Pa., U. S. A. Plant at Lancaster, Pa.

## FOR PICTURES ENTERED IN THE REVIEW PICTURE CONTEST

## CASH PRIZES

Prizes: \$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to: Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements of Picture: Clear, sharp outlines, attractive background. Farm subject that will interest others on its merit.

Description of Picture (Brief)

Identification of Sender

(Unused pictures will be returned)



### Directors Meeting Held on June 26

The Board of Directors of the Inter-State Milk Producers' Cooperative held its regular meeting on June 26, it having been postponed one week because of the Milk Control Commission hearing being held on the regular meeting date.

The directors and officers discussed thoroughly the legislative situation in Pennsylvania and in New Jersey. This was followed by a discussion of the price hearing, including a full summary of the points made by Inter-State in its testimony and by others who appeared before the Commission.

The production and marketing situation over the milk shed was discussed by the directors. They also heard the reports of several standing and special committees.

The committee appointed to pass on adjustments to members who have suffered temporary loss of milk market due to quarantine made its report, which report was approved by the Board.

The directors set November 24-25 as the day for the 1941 Annual Meeting and the appointment of a committee was authorized to work out details.

### Country Life Conference Plans Splendid Program

A broad and worth while program is being planned for the fifth annual session of the Pennsylvania Country Life Conference, to be held at Indiana State Teachers College, August 4-6, 1941. The theme of the Conference this year will be "The Changing Aspects of Rural Life." Leading state and national authorities on rural problems will be featured on the program, which will be of interest to folks interested in the social and economic progress of farm people.

Formal addresses will be only a part of the program, with considerable time given over to group meetings and discussions.

Anyone interested in these problems is welcome to attend and take part in the Conference.

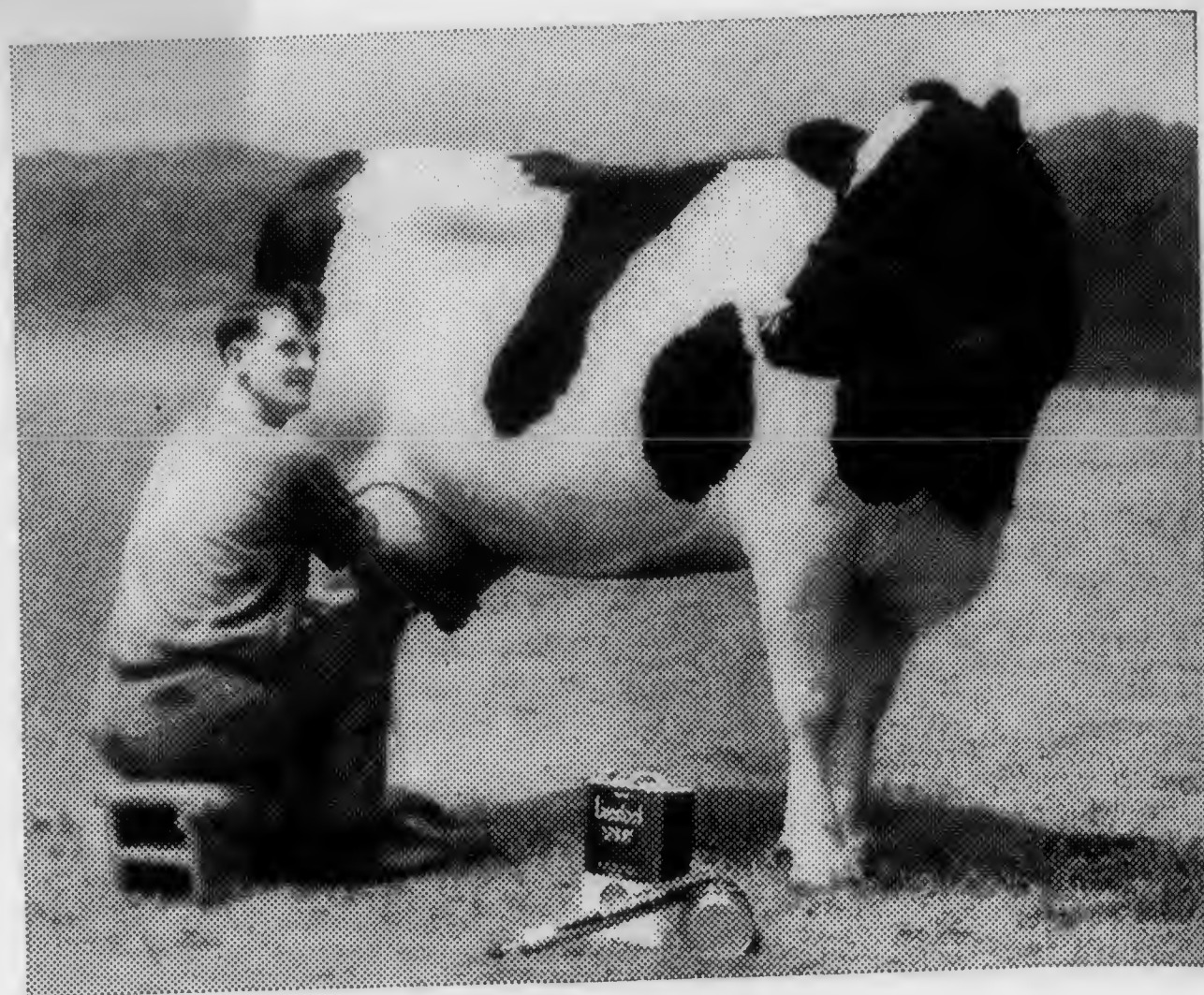
Customer: "Remember that cheese you sold me yesterday?"

Grocer: "Yes, madam."

Customer: "Did you say it was imported or deported from Switzerland?"

All through the baseball game he had yelled and cheered the home team to victory, then suddenly grew silent. Turning to the man next to him he whispered, hoarsely, "I've lost my voice."

"Don't worry," was the reply, "you'll find it in my left ear."



### "We found exactly what we wanted..."

SO SAYS Jack Oddy, herdsman of over 200 Holsteins at Van Hoosen Farm, Rochester, Mich. Mr. Oddy is referring to Gulf Livestock Spray—but let's let him do the talking:

"We found exactly what we

wanted in Gulf Livestock Spray. It is very effective in protecting our cows from stable and horn flies, mosquitoes, gnats, and the like. We use it at milking time, to quiet the cows and make them easier to milk, without having to worry about our milk being tainted by the spray."



#### YOU CAN MILK RIGHT AWAY AS SOON AS YOU SPRAY

Gulf Livestock Spray . . .  
Kills flies, lice, and ticks...repels stable and horn flies . . .  
Doesn't impart taste or odor to milk...  
Is safe to spray twice a day...  
Is economical to use.

Gulf Livestock Spray helps . . .  
Quiet cows at milking time . . .  
Make milking safer, faster, and easier...  
Quiet cows in pasture.

Follow Easy Directions On Containers For These Results

PROVE ITS EFFECTIVENESS ON YOUR OWN HERD—  
SATISFACTION GUARANTEED OR YOUR MONEY BACK.

2-Gal. Economy Size **\$1.99**  
1-Gal. Handy Size **\$1.19**  
also in 5-gal. pails, and in drums.



### GULF LIVESTOCK SPRAY

For sale by many leading feed stores, milk companies, and Gulf stations.

When you buy products advertised on these pages tell the merchant that you saw the advertisement in the Milk Producers Review

# Milk Producers

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXII

Philadelphia, Pa., August, 1941

No. 4

LIBRARY



## Stop Your Foolin'



## Milk Prices Raised July 25

### Producer Losses Only Partially Covered

**T**HE INCREASES in prices to producers supplying the Philadelphia market, amounting to about 23 cents per hundred pounds on all milk, became effective on Friday, July 25. The new order of the Pennsylvania Milk Control Commission, A-73, was prepared on the basis of evidence placed upon the record of the hearing held in Philadelphia on May 19, 20 and 24. After the drafting of the order by the Commission, a final hearing was held on its detailed provisions in the office of Attorney General Reno at Harrisburg on July 7. Had the order been signed promptly thereafter it could have been effective for the entire last half of the month, but the approval of the Governor was withheld until after the adjournment of the legislature on July 18.

#### The Actual Increases

The actual increases include 32 cents on Class I milk delivered to dealers' plants in Philadelphia and certain suburban sections and 14 cents on Class I milk delivered to dealers' plants in the outlying part of Marketing Area I, which includes the rest of Delaware county and parts of Montgomery, Bucks and Chester counties. The Class I price of 4 percent milk is now \$3.30 f.o.b. Philadelphia and \$3.12 f.o.b. dealers' plants in Zone 2 of the Philadelphia area.

The formula for Class II milk was changed by adding 12 cents. The f.o.b. Philadelphia price per hundred pounds of 4 percent milk is now determined by multiplying the month's average price of 92-score butter at New York by 4, adding 20 percent of that amount and adding 3/4 cents, with transportation allowances of 4 to 9 cents for Class II milk delivered at receiving stations.

The Class III price formula has been changed by adding 5 cents per hundredweight. This price is now the butterfat test of the milk times the average price of 92-score butter at New York, plus 10 cents.

#### Another Increase Indicated

In announcing these increases the Commission stated rather plainly that another increase would be necessary in order to cover the increased costs of production experienced by producers. Efforts were made to have this increase set forth in this order, even to provide that the extra increase would become effective at a later date. The Commission, however, felt that another hearing before the second price

increase would be advisable. Inter-State informed the Commission at once that a second hearing was being requested, to be held as soon as practical after the present increase became effective.

Along with this increase in producer prices the retail price of milk was increased one cent per quart and one cent per pint for both retail and store delivery. The price of light cream was raised four cents a quart and heavy cream eight cents a quart, with proportionate increases for smaller containers.

#### Zoning Confuses Situation

With the division of the Philadelphia marketing area into two zones, numerous complications will arise from the producers' standpoint. Under the terms of the order any dealer whose plant is in Zone 1 (the higher price zone) may pay the lower price for that part of his Class I milk which is sold in Zone 2, but a dealer whose plant is in Zone 2 will pay the lower price for all of his milk, regardless of whether he sells it in Zone 1 or Zone 2. The Class II and Class III prices are the same regardless of the zone to which it is delivered.

Milk for the Philadelphia market delivered to receiving stations in Delaware and Maryland is not subject to control by the Pennsylvania Milk Control Commission as far as producer prices are concerned.

Prices to producers shipping to

those receiving stations were increased proportionately at the same time as the Pennsylvania increases became effective.

As the price raise was effective only for the last seven days of July, the actual increase will be equivalent to about 5 cents per hundred pounds of milk spread over the entire month. This is as compared with the old price schedules and does not take into consideration any change in utilization percentages or changes in the price of butter, which has dropped about three-fourths of a cent since June.

#### Districts 25 and 26 Hold Joint Picnic August 7

The annual Inter-State picnic held by District 26 has been expanded this year to include members of District 25. D. E. Witherspoon of Chambersburg and B. H. Welty of Waynesboro, respectively, are the directors from these Districts. The 1941 picnic is being held on August 7, at Cowan's Gap State Park in Allen's Valley.

The program committee, headed by David H. Brechbill and Walter V. Spessard, have selected as speakers, O. H. Hoffman, Jr., Inter-State's general manager; B. B. Derrick, secretary-manager of the Maryland and Virginia Milk Producers' Association; and George J. Hauptfuhrer, vice-president of the Supplee-Wills-Jones Milk Company.

The committee on prizes stated that, through the cooperation of local businessmen in the area, a large number of attendance prizes will be awarded.

#### Inter-State Asks Hearings For Several Markets

Inter-State has made formal request of the Milk Control Commission for hearings to consider an increase in the Class II and III prices at Altoona; the Class I, II and III prices at Huntingdon, Bedford, Lewistown and nearby municipalities; and to consider relocation of the boundaries of Area I, so as to include part or all of that part of Chester county which is now in Area 6, in the Philadelphia Marketing Area.

This request was formally presented to the Commission late in July and the delegates and local officers in those areas will be notified as soon as hearing dates are set.



Sarah Elizabeth is in a deep study. This picture wins \$1.00 in the Review picture contest for Mrs. J. Herbert Carter, Queenstown, Md.

## Two Letters

have come into the office recently. The first says in part: "For several days I have been intending to write you a word of thanks for all the good work you and the others have been doing for us since the Annual Meeting. I also appreciate the regularity with which you have kept us informed. Working with a State Legislature is a tough job and lots of hard work, but I know you do not mind either. We do not get a Phila. paper regularly so have not kept posted on the progress of the hearing which started some days ago. However, I expect you will send out another letter in due time. We are expecting and hoping for a price increase. Things are going along very well here and at the present time Harmony seems to prevail."

The second says, "I would like to ask a few questions. The first is, why am I justified in contributing money to an organization that seems to me to be powerless either because of lack of funds or leadership, or both? The second question is, how does the organization justify its existence at all? It seems to me if it can't make a better showing than it has recently, particularly in times like the present, it can't justify its existence at all."

I respect each of these men for both his frankness and his honesty. Each man is a responsible farmer of excellent reputation in his neighborhood. Why should the two of them express so different an opinion at about the same time? I suspect it is a matter of relative information, although what we can do about it I don't know. The first man is a delegate and receives our delegates' letters regularly. It is practically impossible, from a financial point of view, to send these to all of our members, since it costs us around \$250 every time we send a letter to every member of Inter-State.

I wonder, though, whether the second man recalls that, but for Inter-State his price would have been greatly lowered two years ago, as it was in most of our neighboring markets. Does he know that within the last few years Inter-State has paid out in the neighborhood of \$100,000 to producers who had lost their markets through no fault of their own? Has he heard that Inter-State put up and won the

toughest legislative fight in Pennsylvania in many years when it succeeded in eliminating consignment? (By the way, the Governor has signed the bill.) Does he know that Inter-State asked for a hearing immediately that this was possible; that Inter-State presented practically all the testimony at the hearing on behalf of producers and then camped on everyone's doorstep in Harrisburg until action was secured?

Does he know that Inter-State protested vigorously before the Attorney General that the new, present order did not return producers even cost of production and insisted on a new hearing at the earliest possible date, and that Inter-State right now is working to secure still more returns for its member-producers?

Finally, does he realize that it was the work of Inter-State in the years gone by that is responsible for the fact that even before the inadequate returns of the present order take effect, the average prices in this market in June of this year were approximately 25 cents a hundredweight higher than they were for the same month a year ago?

Inter-State has not done a perfect job, nor will she. But the fact remains that Inter-State is the only organization in this area which is accomplishing ANYTHING for producers, that our price now is, and for some years has been, the highest in the state, and that whatever has been done for producers has been done by themselves, for themselves and at their own expense by their own organization.

He can bet his bottom dollar that not the dealer, nor the consumer, nor the milk driver, nor the Government will do those things for him nor any other producer. And I know him well enough to feel sure that when he thinks these things through his questions will be satisfactorily answered.

*O. H. Hoffman Jr.*

## Control Re-Enacted In Jersey

**N**EW JERSEY has enacted a new milk control law, the bill to re-establish milk control being passed over the veto of Governor Edison at the legislative session held on July 14.

New Jersey, however, was without any state milk control from midnight June 30 until this law was passed over the Governor's veto and, from a practical viewpoint, control was really not effective again until the new Commissioner had an opportunity to work out the details

necessary for administration of the law.

In the closing hours of the legislative session on June 30, a bill was passed which provided that milk control be extended another thirty days, thus enabling the legislature to get together on a new measure. The bill providing for the extension of control, however, did not get to the Governor in time for him to sign it before the old law expired at midnight, June 30, and in his veto message on that bill he stated that

it was legally impossible to revive the law by that means as it had already expired.

The Governor, in his veto of the new bill providing for milk control, objected to the provision in the bill which definitely named the members of the Milk Control Board.

A feature by which the new law differs from the previous control law in New Jersey is in specifically naming the Board members. The Board, however, does not have the administration of the law in its hands but is authorized by law to appoint a Commissioner, whose dut-

(Please turn to Page 11)



## INTER-STATE MILK PRODUCERS' REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phones, Walnut 3040-3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

### Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

F. P. Willits, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Assistant Treasurer  
O. H. Hoffman, Jr., General Manager  
A. Evans Kephart, Counsel  
F. P. Willits, Jr., Statistician

#### District

Directors, 1940-41  
1. Alvin K. Rothenberger, Worcester, Pa.  
2. Frederick Shangle, Trenton, N. J. R. 2  
3. J. M. Wheatley, Federalburg, Md.  
4. J. W. Keith, Centerville, Md.  
5. Fred W. Bleiler, New Tripoli, Pa. R. 1  
6. H. K. Martin, Goodville, Pa.  
7. Furman H. Cyger, Kimberton, Pa.  
8. J. Leslie Ford, Newark, Del.  
9. Ralph E. Bower, Chesapeake City, Md.  
10. E. M. Crowl, Oxford, Pa.  
11. Fred A. Walls, Harbeson, Del.  
12. H. B. Stewart, Huntingdon, Pa. R. 4  
13. Howard W. Wickersham, Kelton, Pa.  
14. M. L. Stitt, Port Royal, Pa.  
15. Joe S. Briggs, Yardley, Pa.  
16. John Carvel Sutton, Kennedysville, Md.  
17. Kenzie S. Bagshaw, Hollidaysburg, Pa.  
18. Coy E. Mearkle, Everett, Pa. R. 3  
19. A. R. Marvel, Easton, Md.  
20. Charles R. Hires, Jr., Salem, N. J.  
21. B. H. Welty, Waynesboro, Pa. R. 4  
22. D. E. Witherspoon, Chambersburg, Pa.  
23. Honorary Life Member—F. P. Willits, Ward, Pa.  
\*Member of Executive Committee

#### FIELD DEPARTMENT

1. Ralph Zollers, Philadelphia, Pa., Director  
C. E. Cowan, Lancaster, Pa., Ass't Director  
C. Reynolds, Denton, Md., Ass't Director  
E. P. Bechtel, Trappe, Pa.  
J. J. Camp, Roaring Spring, Pa.  
E. C. Dunning, Chambersburg, Pa.  
Floyd R. Ealy, Broomall, Pa.  
Clayton L. Keener, Nottingham, Pa.  
H. D. Kinsey, Quakertown, Pa.  
J. T. Plummer, Lewisport, Pa.  
Louis F. Toney, Centerville, Md.  
D. W. Winter, Glenside, Pa.

#### SECONDARY MARKET MANAGERS

Altoona—Huntingdon—J. J. Camp, Roaring  
Spring, Pa., Phone 118-M  
Lancaster—C. E. Cowan, County Extension  
Office, Lancaster, Pa., Phone 2-7977  
South Jersey—Floyd R. Ealy, County Extension  
Office, Woodbury, N. J., Box 334, Phone 800  
Trenton—Frederick Shangle, 19 W. State St.,  
Trenton, N. J., Phone 4083  
Wilmington—Floyd R. Ealy, 103 W. 7th St.,  
Wilmington, Del., Phone 2-7464

### Grass Silage Facts

Inter-State fieldmen have been asked frequently about grass silage. In order to help our members who are interested in this new dairy cattle feed, we have prepared a brief summary of some of the outstanding considerations about it.

This 4-page summary lists some of the advantages and disadvantages of grass silage, the crops suitable for ensiling, the preservatives used and the advantages and disadvantages of each, and equipment and labor involved. Also included is a list of bulletins and circulars which

discuss grass silage in more detail.

Members who desire a copy of this summary may obtain it from an Inter-State fieldman or by writing directly to the Inter-State office.

### E. M. Harmon Joins Staff of National Dairy Council

The National Dairy Council has just announced the appointment of E. M. Harmon as Director of Public Relations. His appointment became effective on August 1.

The Dairy Council is fortunate in securing a man with the ability, experience and contacts possessed by Mr. Harmon, who served suc-



E. M. Harmon

cessively as director of dairy extension at the University of Missouri, editor of the Dairy Farmer and associate editor of Successful Farming and as marketing specialist with the United States Department of Agriculture, also serving as the first administrator of the Federal-State marketing agreement in the New York metropolitan area.

In his new duties Mr. Harmon will be active in the promotion of new Dairy Council units and will serve as consultant on public relations problems in markets where Dairy Council programs are now in operation.

### Edgar J. Eachus

Edgar J. Eachus, head of Eachus Dairies of West Chester, died on July 25, after an illness of only one day. Mr. Eachus was prominent in civic affairs in West Chester and was the first milk dealer to obtain his entire supply from members of the Inter-State Milk Producers' Cooperative. He is survived by his wife, Grace, and a son, Stephen.

**Annual meeting November 24-25  
Members—It will be worthwhile**

### Personal Glimpses

When the year's records of the Red Rose Cow Testing Association were compiled, we found that the herds owned by **Clair Eby, Harry Welk, Earl Groff, H. H. Snavelly, H. R. Metzler and Elvin Hess** were among the 18 which averaged more than 400 pounds of butterfat per cow.

The Queen Annes County 4-H Fair and Farm Bureau picnic, which is being held at Needwood Farm near Centerville, Md., is being planned by **Merton Shawn** of Carmichael.

**H. Lester Oylor** of Chambersburg is chairman of the Franklin County Agricultural Advisory Defense Committee.

The secretary of the New Jersey Farm Bureau, **H. E. Taylor**, has been confined to his home for several weeks because of illness.

The large, modern dairy barn on **Lloyd Balderston's** farm at Colora, Md., was destroyed by fire early in July. The herd was being milked when the fire was discovered and all the 45 cows were removed without injury.

We learned just recently that **H. F. Cotterman**, supervisor of vocational agricultural education in Maryland, has been kept from his duties for several weeks because of a broken leg.

It is with regret that we report the death, on July 21, of **I. P. Reynolds**, 80, of Oxford, Pa., an Inter-State member and father of Field Representative **Clayton Reynolds**.

Among those who won awards in the "Purebreds For Dad" essay contest, conducted for juniors by "New Jersey Farm and Garden," were **Lillian Tindall**, daughter of **Clarence E. Tindall, Jr.**, Trenton, N. J.; **J. C. Cowperthwait**, son of **Clinton H. Cowperthwait**, Medford, N. J.; **Richard S. Rahilly**, son of **Richard S. Rahilly, Jr.**, Wrightstown, N. J.; and **Samuel R. Patrick**, son of **John R. Patrick**, Salem, N. J.

**Wm. T. Miller**, 64, of Royersford, Pa., president of the delegate body of District 1, has made application for a marriage license, **Bertha K. Dickerson** of West Chester being the other party named on the document. Mr. Miller's first wife died in January, 1937.

The 1940 Delaware Champion Holstein 4-H Calf Club boy was **Robert Schabinger** of Felton, son of **J. Harold Schabinger**.

On July 28 lightning caused the loss by fire of a barn owned by **Henry D. Kinsey** of Quakertown, Pa., Inter-State field representative. The barn, with crops, machinery and some livestock, was destroyed.

## Improved Feeding Will Meet Dairy Defense Needs

MILK PRODUCTION must be increased six to eight percent over the entire country in order to meet the needs for defense and for exportation to Britain, according to the United States Department of Agriculture. Fulfilling this request without jeopardizing the future of the dairy industry is a real responsibility of the dairymen of the nation. The breeding of better cows is thoroughly sound, but is a long-time proposition and does not fit this emergency. Raising more cows would help eventually but not this year nor next.

Cow numbers can be increased, also, by less rigid culling, yet this cannot be advocated generally because some culling is necessary at all times. To attempt to obtain the additional milk and butterfat out of boarder cows would be a waste of the nation's resources.

Increasing the herd through the buying of cows likewise will not answer the problem, being merely a transfer of cows from one farm to another. It might be argued, however, that if a good dairyman takes over the cows from a poor dairyman he will get greater production and, to that extent, this plan would increase our supply of dairy products.

The one effective means open to our nation's dairymen, however, is through better feeding. Dairy herd improvement association records have shown, time after time, that a majority of dairymen, even many who pride themselves on doing a good job of feeding, can show some additional improvement in this respect. The better the cows the better the return from good feeding, but, in any herd, really good feeding requires the **providing of enough feed of the right kinds in the right amounts to EACH cow in the herd.** Combined with these three

essentials there must be plenty of pure water and regularity in feeding and care of the herd.

It is impossible to cover in the columns of the Review the instructions on feeding which would apply to the many different conditions prevailing over the milk shed. We urge every member to see his county agent, the vocational agriculture teacher in his community or the dairy specialist of his state college for detailed information that may fit his own special conditions.

Whatever is done, it must include good management. We must think not only of today's problem of greater production but also of tomorrow's problem of how we can meet the situation which is sure to develop when today's defense orders stop. **The dairyman who emphasizes efficient production will produce more milk and make more money today—will be best able to withstand setbacks should the economic picture change tomorrow.**

### Elsie Is Dead— Long Live Elsie!

Just as the subjects of European kings used to exclaim upon the death of one king "The King Is Dead," and immediately proclaim their loyalty to the new king by the words "Long Live The King," so the American public is eulogizing and honoring Elsie, the Nation's most publicized cow.

As you know, Elsie, the Jersey cow which attracted so much attention at the New York World's Fair, died as a result of a truck accident several weeks ago. A new Elsie has been selected to take her place. She is **Noblette Cymbeline**, a four-year-old Jersey from Walker Gordon

Farms. She held sway on the Steel Pier at Atlantic City in early July and will again appear before the public at the New York County Fair to be held at Madison Square Garden in September. In the meantime, however, still another cow will impersonate Elsie in appearances at Canton and Akron, Ohio, and at Toronto, Ontario.

If this publicity will make the consuming public feel more kindly toward our bovine food producers, we are for it. We think this kind of publicity helps put the dairy industry in a favorable light, so we join in the chorus and say "Long Live Elsie."

### Robert Marshall

Pennsylvania agriculture lost an outstanding leader with the death, on July 3, of **Robert Marshall**, at his home near Beyer, Indiana County. Mr. Marshall's death was a direct result of a head injury received a few hours earlier while doing repair work in his barn.

"Bob," as he was known to his many friends over the entire state, was president of the Pennsylvania Dairymen's Association and a director of the Dairymen's Cooperative Sales Association of Pittsburgh at the time of his death. He was an active member of the Church, the Grange and of the Indiana County Agricultural Extension Association, also serving as vice-president of the Pennsylvania Council of Agricultural Cooperative Associations. He was selected as a "Master Farmer" a few years ago.

Surviving are his widow, his mother and a brother, **J. Dale Marshall**, all of Beyer. His only son was fatally injured in a tractor accident in June, 1940.

In spite of reports to the contrary, all is quiet in Paris, Norway, Poland, Denmark, Belgrade, Calais, Naples, Rome and China. They are all towns in Maine.



These two pictures present a vivid story of the advance in milk hauling during the past 30 years. At left, **J. Park Bair**, Gap, Pa., way back in 1911 or 1912, with his first milk truck, and right, his present fleet of trucks with insulated bodies which protect the milk from heat, cold and dust. This fleet regularly hauls milk to Philadelphia. It and similar fleets have "come a long way," not only in miles, but in type of equipment and quality of service, too.



### Prices Paid for 4.0% Milk By Philadelphia Dealers

Abbotts Dairies	2.48
Baldwin Dairies	2.46
Breuninger Dairies	2.74
Engel Dairy	2.78
Gross Dairy	2.78
Harbisons' Dairies	2.69
Missimer-Wood-Narcissa	2.74
Scott-Powell Dairies	2.54
Supplee-Wills-Jones	2.53
Sypherd's Dairy	2.64

### South Jersey Prices

F. o. b. farm, cwt. of 3.5% milk.			
Class I	Class II	Class III	
June	\$2.85	\$1.65	\$1.42
July	2.85	1.65	1.39

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

### Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

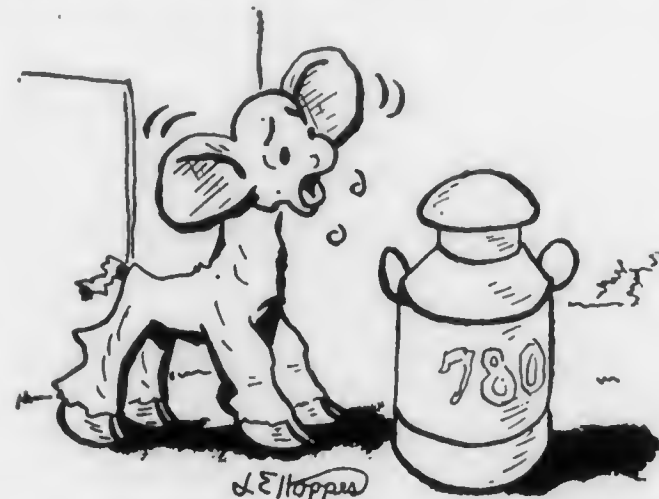
Average price New York 92-score butter			
	First Half	Last Half	Monthly
June	34.90	36.25	35.61
July	35.48	34.33	34.85

Class III Prices—4.0% Milk			
MARKET	JUNE	JULY 1-24	JULY 25-31
Phila.	\$1.47	\$1.44	\$1.49
Other Penna.	1.47	—1.44—	
Md. & Del.	1.45	1.42	1.49
Wilmington	1.45	—1.42—	

The June average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.



"I can't understand Farmer Jones—He'd rather supply milk to complete strangers than to me, one of his best friends!"

### Classification Percentages—June, 1941

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A"	57.3	35.4	7.3	
" " "B"	54.5	38.2	7.3	
Baldwin Dairies	61	14.54	24.46	
Blue Hen Dairies	58.4	9.2	32.4	
Breuninger Dairies	77.03	22.52	.45	
Clover Dairy Co.	71.13	12.05	16.82	45% of Prod.
Eachus Dairies	76	14	8	62.42% Prod.
Engel Dairy	84	8	8	
Fraims Dairies	73.61	11.89	14.5	
Gross Dairy	80	20		70% of Cl. I
Harbisons' Dairies	73	25	2	68% of Prod.
Hernig, Peter, Sons	30	70		
Hill Crest Farms	74.66	25.34		
Hoffman's (Altoona)	26	4	69	c
" (Bedford)	28	14	58	
" (Huntingdon)	26	4	69	c
Martin Century Farms	85.03	14.97		71.99% Prod.
May's Dairy	47	1.5	24.5	
Missimer Dairies	77	20.92	2.08	
Mt. Union S. Milk Co. 1-15	72	5	23	
" " 16-31	84	4	12	
Nelson Dairies	54.3	32.4	13.3	
Penn Cress Ice Cream Co.	28.9	1.76	69.34	
Penn Reed Milk Co.	36	64		
Scott-Powell Dairies	57.5	40.25	2.25	65.5% of Prod.
Stegmeier, Clayton	45	6	49	
Supplee-Wills-Jones	59	34	7	66.1% of Cl. I
Sypherd's Dairy	74.8	8.5	16.7	
Turner & Wescott	59	40	1	
Chas. G. Waple Dairies	79.9	9.1	11	
Wawa Dairies	63	14	23	

### NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess
Abbotts Dairies	100	Balance	
Castanea Dairy Co. "A"	80	Balance	53% of Ex.
" " "B"	87	Balance	53% of Ex.
Scott-Powell Dairies	b100		Balance
Supplee-Wills-Jones	100		

a Martin Century paid in June, Class I, 69.56% at \$2.79; 15.47% at \$2.98; Class II, 12.25% at \$1.92 and 2.72% at \$1.96. (Prices of 4% Grade B milk f. o. b. Lansdale.)  
b Bonus paid "A" producers on 53.4 percent of norm.  
c One percent of milk in Class V.

### Feed Price Summary for July, 1941

Compiled by the Inter-State Milk Producers' Cooperative, Inc.  
from data supplied by a selection of feed dealers.

Ingredients	July 1941	June 1941	July 1940	% Change July, 1941 compared with
	(\$ per T.)	(\$ per T.)	(\$ per T.)	June, 1941 July, 1940
Wheat Bran	34.46	30.86	29.21	+11.67
Cottonseed Meal 41%	41.94	39.16	38.55	+7.10
Gluten Feed 23%	31.95	29.39	28.39	+8.71
Linseed Meal	36.04	33.38	35.73	+7.97
Corn Meal	39.54	38.83	34.66	+11.83
Mixed Dairy Ration: 16%	36.69	34.89	31.43	+5.16
" " 24%	41.95	39.01	36.24	+7.54
" " 32%	45.13	42.80	39.10	+5.44
Brewer's Grains	32.93	30.30	28.92	+8.68

Blond: "Deerie, I know it's none of my business, but I want to warn you about going around with Wilbur Gussengoose. If you aren't careful you're apt to get a bad name."

Brunette: "I'll have you know that Wilbur is a very nice young man. In fact, he proposed to me and we were married yesterday!"

Blond: "Just as I feared! Your name is Gussengoose now, isn't it?"

Sales taxes, almost unknown 20 years ago, constituted approximately 40 percent of all state tax revenues in 1940, according to the Census Bureau.

An old-timer is the man who remembers when he could buy a dozen eggs for a dime, but who forgets that he had to work an hour to earn that dime.

August, 1941

### Prices 4% Grade "B" Milk (Prices quoted are f. o. b. Delivery point)

June averages and June and July Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Ave. Price June	Class I Prices 6-1 to 7-24	July 25-31	June	Class II Prices July 1-24	July 25-31
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	*\$3.30	\$1.96	\$1.92	\$2.04
Abbotts Dairies	Coudersport, Pa.	2.12	2.38	*2.70	1.88	1.84	1.96
" "	Curryville, Pa.	2.18	2.47	*2.79	1.89	1.85	1.97
" "	Easton, Md.	2.20	2.56	*2.88	1.75	1.72	1.99
" "	Goshen, Pa.	2.29	2.63	*2.95	1.91	1.87	1.99
" "	Kelton, Pa.	2.31	2.65	*2.97	1.92	1.88	2.00
" "	Oxford, Pa.	2.31	2.65	*2.97	1.92	1.88	2.00
" "	Port Allegany, Pa.	2.12	2.38	*2.70	1.88	1.84	1.96
" "	Spring Creek, Pa.	2.10	2.34	*2.66	1.87	1.83	1.95
" "	Wilmington, Del.	2.27	2.77	2.77	1.95	—1.92—	
Blue Hen Farms	Richlandtown, Pa.	2.45	2.62	*2.94	1.91	1.87	1.99
Breuninger Dairies	Centerville, Md.	2.44	2.77	2.77	1.95	—1.92—	
Centerville Producers' Co-op.	Wilmington, Del.	2.45	2.98	3.12	1.96	1.92	2.04
Clover Dairy Company	Springfield, Pa.	2.55	2.85	*2.85	1.81	—1.77—	
Duncan's Dairy	West Chester, Pa.	2.64	2.77	2.77	1.95	—1.92—	
Eachus Dairies	Wilmington, Del.	2.48	2.62	*2.94	1.91	1.87	1.99
Fraims Dairies	Brandtsville, Pa.	2.42	2.62	*2.94	1.91	1.87	1.99
Harbisons' Dairies	Byers, Pa.	2.42	2.62	*2.94	1.91	1.87	1.99
" "	Carlisle, Pa.	2.42	2.62	*2.94	1.91	1.87	1.99
" "	Hurlock, Md.	2.34	2.56	*2.88	1.75	1.72	@1.99
" "	Kimberton, Pa.	2.42	2.62	*2.94	1.91	1.87	1.99
" "	Massey, Md.	2.35	2.58	*2.90	1.75	1.72	@2.00
" "	Millville, Pa.	2.33	2.50	*2.82	1.90	1.86	1.98
" "	Sudlersville, Md.	2.35	2.58	*2.90	1.75	1.72	@2.00
" "	Altoona, Pa.	—	*2.96	*2.96	1.81	—1.77—	
Harshbarger Dairy	Boiling Springs, Pa.	2.11	2.58	*2.90	1.91	1.87	1.99
Hernig, Peter, Sons	Greencastle, Pa.	2.15—2.15	2.85	*2.85	1.81	—1.77—	
Hershey Creamery Co.	Doe Run, Pa.	2.41	2.98	3.12	1.96	1.92	2.04
Highland Dairy Co.	Eddington, Pa.	2.72	2.96	*2.96	1.81	—1.77—	
Hill Crest Farms	Altoona, Pa.	2.15	2.96	*2.96	1.81	—1.77—	
Hoffman's	Bedford, Pa.	2.05	2.58	*2.58	1.81	—1.76—	
" "	Huntingdon, Pa.	2.07	2.70	*2.70	1.80	—1.76—	
" "	Woodlyn, Pa.	2.55	2.98	3.12	1.96	1.92	2.04
Johnson, J. Ward	Altoona, Pa.	—	*2.96	*2.96	1.81	—1.77—	
Keith's Dairy	Lansdale, Pa.	2.69	2.98	3.12	1.96	1.92	2.04
Martin Century Farms	Chester, Pa.	2.55	2.98	3.12	1.96	1.92	2.04
Miller-Flounders Dairy	Mt. Union, Pa.	2.36—2.48	2.70	*2.70	1.80	—1.76—	
Mount Union Snt'y Milk Co.	Jeffersonville, Pa.	2.45	2.98	3.12	1.96	1.92	2.04
Nelson Dairies	201-210 Mile Zone	2.15	2.98	3.12	1.96	1.92	2.04
New York City Buyers	Doylestown, Pa.	—	2.98	3.12	1.96	1.92	2.04
Pebble Hill Farm	Cresson, Pa.	2.15	2.96	*2.96	1.81	—1.77—	
Penn Cress Ice Cream Co.	Clayton, Del.	2.23	2.60	*2.92	1.75	1.72	@2.00
Scott-Powell Dairies	New Holland, Pa.	2.34	2.66	*2.98	1.92	1.88	2.00
" "	Pottstown, Pa.	2.36	2.71	*3.03	1.92	1.88	2.00
" "	Snow Hill, Md.	2.14	2.44	*2.76	1.75	1.72	@1.99
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.23	2.96	*2.96	1.81	—1.77—	
Stegmeier, Clayton	Tamaqua, Pa.	2.31	2.47	*2.79	1.89	1.85	1.97
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.20	2.55	*2.87	1.90	1.86	1.98
" "	Chambersburg, Pa.	2.25	2.49	*2.81	1.75	1.72	@1.99
" "	Hagerstown, Md.	2.17	2.58	*2.90	1.75	1.72	@1.99
" "	Harrington, Del.	2.22	2.53	*2.85	1.90	1.86	1.98
" "	Huntingdon, Pa.	2.24	2.53	*2.99	1.92	1.88	2.00
" "	Leaman Place, Pa.	2.33	2.67	*2.87	1.90	1.86	1.98
" "	Lewistown, Pa.	2.25	2.55	*2.87	1.90	1.86	1.98
" "	Mercersburg, Pa.	2.25	2.55	*2.87	1.90	1.86	1.98
" "	Mt. Pleasant, Del.	2.22	2.58	*2.90	1.75	1.72	@2.00
" "	Nassau, Del.	2.20	2.55	*2.87	1.75	1.72	@1.99
" "	Princess Anne, Md.	2.15	2.47	*2.79	1.75	1.72	@2.00
" "	Townsend, Del.	2.22	2.58	*2.90	1.75	1.72	@2.00
" "	Waynesboro, Pa.	2.25	2.55	*2.87	1.90	1.86	1.98
" "	Worton, Md.	2.22	2.58	*2.90	1.75	1.72	@1.99
" "	Pottstown, Pa.	—	*2.85	*2.85	1.81	—1.77—	
Swavely, H. R. Dairy	F. O. B. Farm	2.20	2.65	*2.97	1.92	1.88	2.00
Sylvan Seal Milk Co. (Del.)	Glen Roy, Pa.	2.35	2.98	3.12	1.96	1.92	2.04
Turner & Wescott	Quakertown, Pa.	2.44	2.70	*2.70	1.80	—1.76—	
Walnut Bank Farms	Tyrone, Pa.	2.52	2.98	3.12	1.96	1.92	2.04
Charles G. Waple Dairies	Wawa, Pa.	2.31	2.98	3.12	1.96	1.92	2.04
Wawa Dairy Farms	Wawa, Pa.	—	—	—	—	—	—

\* A Class I-A Price of \$2.20 per cwt. of 4% milk applies in these markets.

\* This price applies to that part of the Class I milk sold in Zone I of the Philadelphia Milk Marketing area—that part of the Class I milk sold in Zone 2 will be paid for at 18 cents less per hundred pounds.

@ This is the price Inter-State is insisting that the out-of-state receiving station buyer pays to members in order that the price be uniform both within and without Pennsylvania. As yet this has not been agreed to by the buyer.



## Secondary Markets

### SOUTH JERSEY

Upon the expiration of the old New Jersey milk control law on June 30, the South Jersey Marketing Committee held a special meeting and then obtained the assurance of the dealers buying milk from Inter-State members that until further arrangements they would continue paying at least the prices which prevailed under control.

With the passage of the new control law over the Governor's veto, the Committee again met and notified the members of the Board by telegram of the need for immediate action, urging the prompt appointment of a milk administrator, so as not to delay more than absolutely necessary the revision of producer prices.

Similar requests were made upon Administrator Arthur F. Foran immediately after his appointment, he being especially urged to consider higher prices in South Jersey as soon as hearings could be held and new orders issued. It is understood that nearly three weeks are required from the time of the call of a hearing until price changes can become effective.

The 4-H clubs of Salem, Gloucester, Cumberland and Burlington counties will hold their annual 4-H Club Fair and Show at Alcyon Park, Pitman, on August 14, with the judging taking place at 7:00 P.M.

### LANCASTER

The Marketing Committee discussed, at its July 21 meeting, the Milk Control Commission's hearing on increasing the price of milk used for manufacturing purposes over the state. As yet no order has been issued adjusting these prices.

The report on the Lancaster market situation showed that production has increased slightly over the previous month, with the demand for manufactured products absorbing the increased production.

Inter-State's testing service has received many calls, due to the low butterfat tests reported recently.

Chas. E. Cowan, delegate to the Metropolitan Cooperative Milk Producers' Bargaining Agency, attended the meeting at Syracuse on July 24, at which plans were made for presenting testimony at the Federal-State hearing for the New York market which opens August 1. The Agency is petitioning for a Class I price of \$3.82 for 3.5 percent milk in the 201-210 mile zone.

The schedule of classes, percentages and prices on which producers

were paid for their milk going to New York during June follows:

Classes	Percentages	Prices
I	31.57	\$2.400
I Outside	3.35	2.350
I Relief	1.08	1.830
II-A	10.79	2.150
II-B	4.26	1.927
II-C	2.16	1.877
III-A	11.17	1.879
III-B	17.52	1.827
III-C	9.86	1.657
III-D	1.93	1.602
IV-A	.57	1.527
IV-B	5.74	1.572

The blended price, after deductions and adjustments, was \$1.95 per cwt. for milk of 3.5 percent butterfat, f.o.b. the 201-210 mile zone, the Lancaster price being \$1.985.

### ALTOONA-HUNTINGDON

The Altoona-Huntingdon Milk Marketing Committee held its monthly meeting in the Hollidaysburg court house at 8 p.m. Tuesday, July 22.

Because of the demands of producers, the committee has asked for a hearing of Area 10 to increase prices and change boundary lines. It has also sent a request to the Governor to sign the order which will increase the state-wide price of Class 2 and 3 milk.

Complaints received by the committee show a general downward trend in butterfat tests in the past few months. The committee has asked fieldmen to investigate this variation and take any steps necessary to correct irregularities.

Reports submitted showed that there has been a recent improvement in hauling conditions in the area.

### TRENTON

With the re-enactment of milk control in New Jersey—discussed more fully on page 3—producers in this area are looking forward to an increase in price as soon as the necessary hearings can be held. Producers generally are well pleased with the manner in which prices held steady during the period when there was no control. The Trenton Marketing Committee has assured Milk Commissioner Arthur F. Foran of its cooperation in their common problems.

Production conditions in the Trenton area have improved, resulting in a substantial increase in milk production at the end of July. Demand, however, has absorbed all the extra milk.

The Trenton Committee meets regularly the last Tuesday of each month, with a session with the Castanea Dairy Company at 10:00

A.M., to take up problems which may be of mutual interest with the dairy, and at 2:00 P.M. on the same day for its regular business session. Conditions of the past few weeks have necessitated the holding of several special meetings. These meetings are open at all times to producers for discussion of their special marketing problems.

Market Manager Frederick Shangle can be reached at his Trenton office each Tuesday morning, and at other times by appointment.

### WILMINGTON

A meeting of the Wilmington Marketing Committee was held immediately after word of the price increase for Philadelphia was received, and steps taken toward obtaining an increase in the producer price on the Wilmington market.

The proposal presented by Inter-State, and accepted by the Wilmington dealers, provided for a 32-cent increase in the Class I price, which is the same as the Philadelphia increase, and placed Class II and Class III prices on the same formulae as apply on the Philadelphia market. With 35-cent butter, the Class II increase is 12 cents and the Class III increase is 7 cents.

Due to the shortness of time, it was not possible to make the increases effective until August 1.

### Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during June, 1941.

Farm Calls	1442
Non-Farm Calls	249
Butterfat Tests	3703
Plants Investigated (first half June)	22
(second half June)	33
Herd Samples Tested	479
Brom Thymol Tests	1105
Miscroscopic Tests	986
Sediment Tests	4
Membership Solicitations	230
New Members Signed	24
Local Meetings	1
Attendance	90
Committee Meetings	5
Attendance	43
Other Meetings	9
Attendance	3214

"If you don't marry me, I'll take a rope and hang myself in your front yard."

"Ah, now Herbert, you know Pa doesn't want you hanging around."

—Yellow Jacket.

Exports of corn as grain from the United States ordinarily average about one percent of a normal crop.

## Fashions A La Milk



Miss Louise Everts as Madame Santé with the cast from one of the Dairy Council productions of the "Fashion Show of Health."

WHAT WILL the well dressed young lady wear in health this season? Let's ask our fashion expert—Madame Sante. Madame has spent the past year directing the Dairy Council "Fashion Show" for junior and senior high school assembly programs and specializes in the type of beauty that comes from clear complexions, good posture, and strong teeth.

"Healthland," to quote the Madame "decrees that simplicity shall be the keynote of the modern vogue. Straight lines are the smartest for they compel the wearer to watch her carriage, her walk, and the tilt of her head . . . Too many sweet and pastry ornaments are as out of place as an overabundance of jewelry . . . milk white is the favorite color."

But our expert is not content to merely talk about fashions. "Babette," she claps her hands for the chic French maid. "Babette!" And, one by one, Babette brings in six charming high school models.

Early morning togethery is shown by a model who decorates her smart white terrycloth bath robe with an ornamental toothbrush, some heavy

THE little drama described here is one of the many methods used by the Dairy Council to impress upon 'teen age folks the importance of right food. Keep these youngsters as milk customers through high school and we will keep most of them as milk customers through life.—Editor.

toweling, a bath spray, and a small scrubbing brush. Cleanliness, Madame points out, is always essential to beauty.

The bright green skirt for M'lady's sports frock, worn by the next young lady, allows plenty of freedom for exercise—at least two to four hours or fuller if desired. Smiles are recommended in extra lengths and fresh air is an important accessory.

For a traveling dress, Madame chooses a vegetable motif in a charming tunic of spinach green with perky splashes of butter yellow. A durable traveling case in cabbage-leaf green and a potato-skin colored coat complete the ensemble.

Fruit fabrics make a delightful dinner gown, accented by grape cluster earrings, a fruit bowl hand bag, and a small red apple worn in the hair. A peaches-and-cream complexion is necessary to attain the desired effect.

Her evening gown is a night-blue velvet robe embroidered with sweet dreams and finished with a fringe of stars. Society, says Madame, has ruled that the fashionable figure for this creation shall be 9 P.M. except on rare festive occasions and that its length should be at least ten hours in order to bring out its full grace.

Last of all is an exciting wedding gown, designed by Mother Nature herself and executed by Madame Cow. A creamy veil and the milk white gown remind young ladies that dairy products are just as important to beauty as they are to health.

Turning from her charming models, Madame Sante repeats her six requisites for a fashionable wardrobe and a healthy body: morning togethery for necessary cleanliness; the sports frock for living in the open and keeping fit through exercise and play; the traveling ensemble for endurance that comes from eating fresh green vegetables; the dinner gown that makes the eating of fruits an everyday delight; the evening gown which brings sweet dreams and a dawn of refreshing happiness; and, finally, the wedding gown to represent the essential place of milk and dairy products in the health program.

"All of these are essential to your wardrobe," she concludes. "I want you to have them . . . I want you to

enjoy them. They are not cheap. It will mean an investment of time and will power on your part to achieve them and you can do no better than follow these models that I bring you from Healthland."

As the curtain falls on another Dairy Council program, Madame smiles at Babette and the six models and bows to her audience.

"I leave you," she says, "with these few words . . . no truer words were ever written. 'Good health leads the mode in the Fashion Show of Life.'"

### FAIRIES IN THE MILK BOTTLE

Minnie Minerals is the chemical ash Plants pull from the soil beneath. They are basic elements of our hash To build blood and bones and teeth.

Polly Protein is the muscle builder: With food value same as eggs and meat. Her strong qualities have filled her With speed and strength for a good athlete.

Sally Sugar is as sweet as her name A fast burning fuel for energy, To be called quickly to win the game When the team has an emergency.

Fanny Fat is a twin to Sally, To furnish a strong gasoline, To hop one over hill and valley, To burn fast in the human machine.

Viola Vitamin is the best of the fairies To make one feel as fine as silk, All five fairies are found in dairies—Boys and girls drink lots of milk.

—Norman Ratchford

We like the person whose impulse is to say "yes" much better than the one whose impulse is to say "no," but unfortunately, the former never has any money to lend.



## Producers Dissatisfied With New Price Order

THE Pennsylvania Milk Control Commission's price order A-73 for the Philadelphia marketing area was, in certain important respects, a disappointment to producers. The increase authorized was not sufficient to cover the increased costs due to higher wages, higher prices of supplies, and, more recently, rising feed costs.

As reported in the July Review, Inter-State's testimony at the hearing showed definitely the need for a price increase of 46 cents per hundred in order to meet the bare cost of production. This testimony was not in any way refuted at the hearing. This price order gives an increase of barely one half that amount. Another hearing—and at an early date—is absolutely necessary in order to fulfill the requirements of the Milk Control Act, that all factors, including producers' cost of production, must be considered in establishing prices.

### Zone Plan Unsatisfactory

When that hearing is held another matter must be straightened out—and without penalty to producers. That is the confusion and unfairness in the producer's Class I price in the two zones into which the Philadelphia area is now divided. Zone 1 includes all of Philadelphia and small adjacent sections of Delaware and Montgomery Counties. Zone 2 includes the rest of the original Area 1—specifically, the rest of Delaware County, certain parts of Montgomery and Bucks Counties and a small part of Chester County.

The Class I price to producers, per hundredweight of 4 percent milk, is \$3.30 f.o.b. the dealer's plant in Zone 1. But if the milk goes to a dealer's plant in Zone 2 the price is only \$3.12. Furthermore, if the dealer in Zone 1 has a route out in Zone 2 the farmer gets only \$3.12 for that milk—and if the Zone 2 dealer sells in Zone 1 the price is still only \$3.12. **Difference Not Justified**

As we see it, the only justification for a lower price in the outlying section would be a lower hauling rate which would leave the same price f.o.b. the farm regardless of the zone to which the milk is hauled—or in which the consumer lives. But there is no such general saving on trucking rates to the outer zone—in fact, schedules can be dug up showing, in many instances, a lower hauling rate to the city than to the outer suburban area. This leaves the present zone differential on an unsound basis—a basis that is

certain to cause trouble unless corrected.

Testimony at the hearing in Philadelphia was to the effect that costs of distribution are higher in the outlying area. If these be facts—and we are not in position to prove or disprove that testimony—then it is a problem that must be taken care of by the distributor and the consumer—and not at the farmers' expense, since it has no discernible relationship to his cost of production. Cost of distribution is not a sound—nor a fair—reason for reducing the producer price on milk sold in the allegedly high-cost zone nor of milk sold in Zone 1 by dealers whose plants are located in that outer zone.

When Order A-73 was discussed before Attorney General Reno on July 7, the fact that the needs of the farmers were not properly taken care of in the order, and also the

"Reflections as snapped by Mrs. Eliza E. Ellenberger, Pennsylvania Furnace, Pa., wins \$1.00 in the Review picture contest."



### Producers Still Await State-Wide Price Order

The expected state-wide price order to bring the prices of milk, except in Classes I and IA, in line with competitive conditions has not yet been announced. A hearing on this order was held at Harrisburg on June 17 and was to apply over the entire state, except in the Scranton and Philadelphia areas.

Producers in many sections are clamoring for price adjustments, not only on the milk used for manufactured purposes but on all milk. Hearings have been held in several areas and it is probable that hearings will be called shortly in the remaining areas.

The price in the Scranton area was increased, effective July 16, raising the Class I price to \$2.96, Class IA (fluid cream) to \$2.30, and adding 15 cents to the formula for Class II milk. The retail price in that market was increased from 12 to 13 cents per quart of Grade B milk at the same time.

unfairness and confusion resulting from the zoning of the Philadelphia Marketing Area, were both brought forward.

### Objections Were Made

Objections on both these points were raised by Inter-State but were not insisted upon at that time, because to have done so would, undoubtedly, have delayed enactment of the order. It is pointed out that the present order, with these two obvious objections, adds an estimated \$5000 daily to the income of our milk producers. **The situation was and still is too urgent to sacrifice that extra income, income which is so sorely needed by our producers, in order to stand up for these two changes which can and must be made by the Commission as soon as possible.**

No date has yet been set for the new hearing but it is being insisted that the Commission give this the prompt and effective attention it deserves.

### New Hearing to Consider Higher New York Prices

Following the marketing disorders, including the withholding of a substantial volume of milk from the New York City market during early July, steps were taken to obtain a new hearing in order to consider further increases in the price of milk going into the New York market. These hearings are opening at Brooklyn on August 1 and sessions will also be held at two up-state points during the following week.

Although the specific proposals to be discussed at the hearings have not yet been announced, they will include requests of various producer groups that substantial increases be made in the price of Class I milk and milk for fluid cream and ice cream purposes.

"Do you love me, darling?"  
"You know I do, Harry."  
"Harry? My name's Sam."  
"Of course! I keep thinking today is Monday."

### Control Renewed in Jersey

(Continued from Page 3)

ies shall be to administer the law, and he is empowered to employ a deputy commissioner and such other personnel as may be necessary for carrying out the provisions of the law.

The members of the new Board, as named in the law, are J. M. Nevius, Somerville, N. J.; John C. Borden, Burlington, N. J.; and Mrs. Mary P. Logue, Bridgeton, N. J., and at its organization meeting the Board selected Mr. Nevius as chairman.

Senator Arthur F. Foran of Hunterdon County was named Commissioner by the Board at its meeting held on July 19.

The new law remains effective until repealed by legislative enactment, whereas in the past milk control legislation in New Jersey was on an emergency basis, the law providing for milk control being re-enacted by the legislature every two years. The original milk control act was passed in New Jersey in the spring of 1933.

Commissioner Arthur F. Foran issued an order on July 23, stating that "All Rules and Regulations of the Milk Control Board, in force and effect on June 30, 1941, be restored temporarily, to full force and effect until further notice."

Arrangements to that effect had been made previously by secondary marketing committees in New Jersey with buyers from Inter-State, thus assuring no break in prices during the brief period when there was no control.

Immediately after his appointment Commissioner Foran was notified by Inter-State of the necessity of holding hearings as soon as possible, in order that producer prices might be adjusted upward in line with competitive conditions.

A state-wide hearing on the price of Class II milk has been called by Commissioner Foran for Monday, August 4.

### Two Billions Loaned In Past Eight Years

Production Credit Associations, which are under the supervision of the Farm Credit Administration, have loaned 2 billion dollars in slightly less than eight years' time. There are now 525 Production Credit Associations, with approximately 300,000 members.

Total loans now out-standing are approximately 220,000,000 dollars, and during the eight years operation of this agency losses have been less than one-half of one percent.

The two billionth dollar was loaned July 23 to Martin Paulson, Iowa.

## NEW BEACON CALF STARTER



**GIVES  
FASTER GROWTH  
•  
SAVES MILK  
•  
IS SAFE,  
EASY TO FEED  
•  
LOWERS FEED  
COSTS**

Now get faster, more economical growth—up to 35% increase above normal gains—with the new **Beacon Calf Starter**. Tested on our Dairy Research Farm and proved on many dairy farms in the Northeast, this new feed helps you raise better, healthier calves at less cost than by any ordinary method.

It saves on milk, too—less than two forty-quart cans are needed to grow a calf. There's no waste—calves like this palatable feed. It's safe—whether fed in large or small amounts—and there's been no evidence of digestive scours. Easy to feed, it saves time. Plus lower cost—only \$23.00\* covers ALL feed and milk costs to five months of age according to repeated tests.

\*At present prices

### FREE BULLETIN

Write for **FREE** copy of new calf feeding bulletin—tells complete story of this new **Beacon Calf Starter** made from a mixture of pellets and grain. Write TODAY!

The BEACON MILLING CO., Inc., Cayuga, N. Y.



## BEACON Dairy RATIONS

The 1941 Annual Delegate Meeting will be held in Philadelphia November 24-25. Mark your Calendar. Plan to attend.



## Some Legislative Gains Control Amendments Signed

WITH THE ADJOURNMENT of the Pennsylvania legislature on Friday, July 18 (legislative day, Tuesday, July 15) the outcome of several bills of interest to farmers and dairymen of Pennsylvania was determined, some failing to receive approval and others being placed before the Governor for his signature.

### Bill 1919 Signed

As stated in the July Review, bill H-124, which would bring consignment contracts under the Milk Control Commission as to both producer prices and bonding, had been vetoed by Governor James because of the provision in that bill which would eliminate the requirement that the Governor must sign all price orders of the Commission. A new bill, H-1919, was then written in the same form except for that feature and placed before the legislature. This bill passed both houses by heavy majorities (193-10 and 49-0) and was signed by the Governor late in July.

This brings consignment contracts under the Commission's price regulation and includes both the contracts between dealers and producers and between dealers and stores. It also requires that such dealers be bonded to cover their purchases from producers.

The dairy inspection bill, H-481, finally came out of Conference Committee and provides for standardization of sanitary regulations to be effective September 1, 1942. This bill, as finally passed, will nullify as of that date municipal dairy inspection ordinances. The bill also contains the Senate proposal for the establishment of a Dairy Advisory Council, which would have authority to work out regulations under the state law.

### Dairy Advisory Council

It is the intention that the Dairy Advisory Council would consider the strong points of the various municipal ordinances and develop uniform state-wide regulations in conformity with practical and enforceable features of the present state and municipal regulations. This bill has drawn strenuous objections from municipal health officers who are urging the Governor to veto the bill, according to dispatches in the daily press.

The bill authorizing school boards in first-class cities to provide foods, including milk, to undernourished pupils, was approved by the legislature and it also awaits the Governor's

signature. Another bill which clarifies the tax responsibilities of farmers' cooperative organizations is, likewise, now before the Governor.

An appropriation of \$1,400,000 was approved for the payment of indemnities to owners of cattle found infected with Bang's disease. This two-year appropriation is the same as for the preceding biennium but is \$1,100,000 less than recommended by the State Council of Farm Organizations.

### Relief Milk Law Stands

Several bills which would have cancelled the Eccles relief milk law were introduced but none was passed. Under the Eccles law, families on relief must take, as a part of their relief help, one pint of milk daily for each child under sixteen. This provides a market for a large quantity of milk but the relief officials contended the cost of administering the law was excessive.

None of the bills which would have provided exemption from the state gasoline tax on gasoline used for non-highway purposes were reported out of the Ways and Means Committee. Also, efforts to permit the use of powdered skim milk in the manufacture of sausage were defeated, thus keeping this market for skim milk away from Pennsylvania dairymen.

### Home Raised Heifers Beat Purchased Animals

The dairyman who keeps a good purebred dairy bull and raises his own replacements is usually ahead of the man who buys his replacements. This was especially evident in an instance reported in the Frederick County, Maryland, No. 3 dairy herd improvement association.

One member of that association bought five heifers and at the same time added five of his own breeding to his milking herd. The five heifers he bought outside averaged 5,805 pounds of milk and 258 pounds of butterfat; the five he raised on his home farm averaged 10,499 pounds of milk and 367 pounds of butterfat. After paying for their feed, the home raised heifers had left twice as large a return as did those bought outside.

Weed seeds are known to retain the power of germination for 40 years after being buried in the soil. Seeds of wild species usually retain their vitality longer than seeds of cultivated species.



These two Holsteins are growing into money on the Ross H. Erb farm, Christiana, Pa., and winning a dollar for him in the Review picture contest.

### Reserve Feed Program Planned for Northeast

The Department of Agriculture has announced a plan to store reserve supplies of milled feed on farms in Northeastern States in order to avoid possible shortages that would hamper efforts to increase dairy, poultry and livestock production required for the National Defense Program.

The plan is designed to assure adequate supplies of feed in the area in the event a possible shortage in transportation should limit shipments of grain from the producing areas in the Mid-West or shipments of milled feed within the area. Producers and dealers in this area at present often maintain less than one week's supply of feed, whereas under the program participating farmers would maintain approximately three months' supply.

To facilitate accumulation of these reserves, Commodity Credit Corporation and Farm Credit Administration are making arrangements with farmer-supply cooperatives in the Northeastern States whereby grain owned by the CCC will be sold to cooperatives for milling purposes. The cooperatives will store the milled feeds on the farms of their members under an arrangement protecting the farmers against price declines.

The feed is to be owned by the cooperative placing it in storage and the participating farmers agree to maintain reserve supplies on the farm by continuing to purchase their usual feed requirements. They also agree to use the first feed stored in order to keep their supply fresh.

The CCC will underwrite any decrease in the price of feed ingredients from the date the feed is placed in storage to the date it is released.

We have become diseased nationally, and Hitler, whom we blame, is just the particular running sore.

## Farm Income From Oleo Averages Only \$1.30 Per Farm

EVERY TIME a consumer buys a pound of oleomargarine instead of a pound of butter the agricultural industry of this nation loses 20.1 cents, based upon 1940 price figures. That is the difference in the amount of money per pound of each product that gets back into the farmer's pocket, according to careful research by the National Cooperative Milk Producers' Federation. If the consumer uses oleo in place of lard, farmers lose 2.7 cents on every pound—and, if it is a vegetable shortening that is replaced by the oleo, the farmer's loss is 0.6 cents.

### Lose 20.1 Cents a Pound

The amount of money that got back to the farmer for each pound of butter sold in 1940 was 22.6 cents. He received 5.2 cents for every pound of lard marketed and 3.1 cents for every pound of vegetable shortening. In the selling of the raw materials that went into oleo, the farmer got only 2.5 cents.

It is evident from these facts that whenever oleo replaces another fat in the American dining room or kitchen, the farmer loses. In fact, if butter is replaced the farmer's loss is eight times more than his receipts from the oleo. These facts reveal as pretty flimsy the claims of the oleo interests that oleo provides a means of expanding the market for farm products. The fact is that the income to farmers from nine pounds of oleo raw materials scarcely equals the income from one pound of butter.

### \$1 to \$213

When we compare the total income to farmers from oleo with the total income from products with which it competes or would replace, we find that farmers the country over receive \$1 of income from oleo to each \$213 of income from fats and oils with which oleo competes—and which oleo seeks to replace. In fact, the 1940 total cash income to farmers for the entire country was only \$7,869,000 from products used in the manufacture of oleo. This is approximately \$1.30 per farm. The farm income from dairy and other products with which oleo competes was \$1,684,844,000 last year, and much of this income was dependent directly upon the price of butter.

Analyzing this further, we find that in Delaware, Maryland, New Jersey and Pennsylvania—the states which share the Philadelphia milk shed—the 1940 farm income from dairy products and other materials

with which oleo competes was \$159,086,000. The total income traceable to oleo was \$70,000, a ratio of \$1 from oleo to every \$2,273 from those products with which oleo competes.

From these facts it is evident that no farmer can afford to use oleo in place of butter, lard or vegetable shortening. To do so deprives himself or some other farmer of, generally, from two to nine times as much income as ever gets into a farmer's pocket from the production and sale of oleo.

Since the farmer receives only one-ninth as much out of a pound of oleo as he does out of a pound of butter, well, we believe any boy who ever found the value of X in a high school algebra problem can quickly figure out a suitable price formula for the milk producer who uses oleo in his home.

### Testers Short Course

There is a shortage of testers for dairy herd improvement associations, according to word received from Pennsylvania State College. A number of vacancies have resulted from men being taken in the Selective Service and from changes to other employment. Some of these places are being filled during the summer by students.

In order to meet this situation, Pennsylvania State College is offering a special short course to provide training for prospective testers. The short course opens August 4 and will be completed on August 29, with the first week devoted to work in receiving, weighing, sampling and testing of dairy products, while the last three weeks will be given over, principally, to the study of herd improvement records and the feeding and management of dairy herds.

### Livestock Dealers Warned

A warning has been issued by the Pennsylvania Department of Agriculture to all unlicensed livestock dealers to procure their licenses at once to avoid prosecution. Several prosecutions have already been made for failure to procure the 1941 license and in each case fines have been imposed in addition to the costs of prosecution.

A livestock dealer was also recently convicted of charges of fraudulently changing ear tags in cattle and selling them as Bangs disease tested animals. He was fined \$100 and costs.



Don't let hidden bacteria plunder your milk! Milk from clean, healthy cows is pure... keep it that way by disinfecting all utensils with DIVERSOL. Simply dissolve in hot or cold water and DIVERSOL is ready to go into instant germ-killing action... yet it will not rust utensils. Remember, 85% of the bacteria that get into milk and cause "rejects" come from improperly handled utensils. Order from your hauler today. THE DIVERSEY CORPORATION • Chicago, Ill.



FOR PICTURES ENTERED  
IN THE **REVIEW**  
PICTURE CONTEST

**CASH  
PRIZES**

Prizes: \$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to: Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements of Picture: Clear, sharp outlines, attractive background. Farm subject that will interest others on its merit.

Description of Picture (Brief)  
Identification of Sender  
(Unused pictures will be returned)

Student: "What are your terms for students?"

Landlady: "I generally call them dead beats and bums."



# Milk and Feed Prices Go Up

**F**LUID MILK PRICES in many cities of the country showed upturns in July. Class I price increases on a hundredweight basis were reported as follows: Manchester, N. H., \$.34; Nashua, N. H., \$.23; Providence, R. I., \$.34; New York City, \$.25; Columbus, O., \$.22; South Bend, Ind., \$.28; Kansas City, Kas., \$.30; Topeka, Kas., \$.52; Los Angeles, Cal., \$.11; San Francisco, Cal., \$.18; Seattle, Wash., \$.25; Portland, Ore., \$.25; Charles Town, W. Va., \$.32; Tulsa, Okla., \$.13; and a flat price increase of 10 cents in Lexington, Ky.

**Retail price** increases of one-half cent per quart went into effect in New York City and Los Angeles, Cal.; 2 cents a quart in Topeka, Kansas, and 1 cent per quart in the other cities named and also in Chicago, Ill., and St. Louis, Mo., with producer increases in those markets still undetermined. In addition, as discussed elsewhere in this issue, the Class I price in Philadelphia was raised 32 cents and, in the outlying suburban zone, 14 cents per hundredweight, with a 1-cent increase in consumer prices. Among the nearby markets which are considering increases are Wilmington, Del.; Baltimore, Md.; Washington, D. C., and New York City.

**Cream prices** in the Philadelphia market averaged, during the week ending July 19, \$18.50 per can for cream meeting Pennsylvania approval only and \$19.25 per can for cream meeting all approvals. These prices are equivalent to \$2.21 to \$2.32 per hundred pounds of 4 percent milk and are well above the new Philadelphia Class II price, which was \$2.04 during the last seven days of July. The recent price increase, however, brings the Class II price just a little closer to open market cream quotations.

**Cream receipts** in the Philadelphia market since January 1 totalled 189,485 cans (40-quart) of 40 percent cream, as compared with 160,192 cans during the corresponding 1940 period, an increase of 18 percent, according to the USDA's weekly milk and cream market report.

**Milk production** averaged 301 pounds per day per shipper during June, as compared with 300 pounds in May and 277 pounds in June, 1940, according to Inter-State records covering nearly 5000 producers shipping regularly to the Philadelphia market. The increase over a year ago was more than 8 percent. Each month of the current year has shown increases of from 4 to 10 per-

cent over the corresponding 1940 period.

**Milk production** in the Philadelphia milk shed, as reported by the USDA Market News Service, averaged 300 pounds per day per farm during the week ending July 19, as compared with 278 pounds during the week ending July 20, 1940, an increase of 8 percent. Production per cow, however, does not reveal such an increase, being down 0.3 pounds per day in Pennsylvania on July 1 from July 1, 1940, also being down 0.9 pound in Maryland and up 1.1 pound per cow daily in New Jersey, with no data available for Delaware. The national average shows a very slight decrease, which was more than made up by the increase in the number of milk cows.

**Pasture conditions** on July 1 averaged 80.9 percent of normal for the country as a whole, but the Pennsylvania condition was 73 percent; New Jersey, 64 percent; Delaware, 72 percent; and Maryland, 71 percent of normal, comparisons in each of these states showing much poorer pasture condition than a year ago.

**Crop conditions** for the United States have been quite favorable for the production of feed grains and hay. This is not true, however, for the Northeast and Atlantic Coast sections, indications pointing to greatly increased feed bills next fall and winter for milk producers in these areas.

**Feed prices** in Inter-State territory during July increased from 2 to 12 percent over June and are now from 1 to 18 percent higher than in July, 1940. The July quotations and comparisons with June and July a year ago will be found in a tabulation on page 6.

**The farm labor** situation in both Maryland and Delaware is serious, with the supply only 60 percent of demand in Maryland and 63 percent of demand in Delaware as of July 1, according to the Farm Labor Report issued July 23 at College Park, Md. In addition, farm wage rates have shown considerable increase. The effects of this labor and wage situation upon milk production are still uncertain, but previous experiences would indicate higher milk production costs.

**Production** of manufactured dairy products continued to increase in June, with creamery butter production totalling 215 million pounds, up 4.5 percent over June, 1940. American cheese production of 83 million pounds in June showed a 10.1 percent increase over the

previous June. Cheese production the first six months of 1941 was 12.4 percent higher than in the corresponding 1940 period.

**Butter prices** showed a slight decrease in July from June, the monthly average being 34.85 cents, as compared with 35.61 cents, but was substantially above the 27.06 cents of July, 1940.

**Cold storage** holdings of butter in the 10 principal markets of the United States totalled 88 million pounds on July 28 and were 30.5 million pounds greater than on the corresponding day of 1940.

**Evaporated milk** production totalled 334 million pounds in June, up 13 percent over June, 1940. Production for the first six months of 1941 was 1,488 million pounds, a 12 percent increase over 1940, but the storage supply of 190 million pounds was about 100 million pounds (34 percent) less than a year earlier.

**Prices paid producers** by evaporators averaged \$1.75 per hundred pounds of 3.5 percent milk in June, an increase of 9 cents over May and 48 cents over June, 1940.

**The import and export** situation shows the effects of the national defense program and the war abroad. Cheese imports in May were slightly over 2 million pounds, as compared with the usual 5 to 6 million pounds monthly, while exports of cheese, formerly a small item, were well above 6 million pounds. Total imports in the first five months of 1941 were 9.7 million pounds, as compared with 18.1 million in the corresponding 1940 period.

Exports of condensed and evaporated milk totalled 28 million pounds in May and the five months' figure was 76 million pounds. Exports of dry whole and dry skimmilk were 2.3 million pounds in May and about 8 million pounds in the 5-month period.

**Living costs**, according to the United States Department of Labor, increased 3.4 percent between mid-March and mid-June and are now six percent higher than when war broke out in Europe. This report states that "Food and house furnishings costs rose most sharply," and are now 15.2 percent above the low point of 1933. Most of these increased costs are experienced by farm people as well as by the city dweller.

Nearly 12,000 mechanical corn pickers were manufactured in the U. S. in 1940, according to the Census.

August, 1941

## Meeting Calendar

August 7—District 26 Picnic—Cowans' Gap State Park, Allen's Valley, Pa.  
August 13—Cecil County Farm Bureau Picnic—Mt. Harmon Beach (near Chesapeake City), Md.  
August 13-16—Pennsylvania 4-H Club Week—State College, Pa.  
August 14—South Jersey 4-H Club Fair and Agricultural Show—Alcyon Park, Pitman, N. J.  
August 14-16—South Jersey 4-H Club Show and Agricultural Fair—Pitman, N. J.  
August 18-23—Kutztown Fair—Kutztown, Pa.  
August 19-23—Bedford Co. Fair, Bedford, Pa.  
August 19—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.  
August 25-30—Huntingdon Co. Fair—Huntingdon, Pa.  
August 26—Altoona-Huntingdon Inter-State Milk Marketing Committee—Holidaysburg, Pa.  
August 26—Trenton Inter-State Milk Marketing Committee—19 W. State Street, Trenton, N. J.  
August 26-Sept. 1—Flemington Fair—Flemington, N. J.  
August 28—Wilmington Inter-State Milk Marketing Committee—Newark, Del.  
September 1-6—Cambria Co. Fair—Ebensburg, Pa.  
September 1-6—Montgomery Co. Fair—Hatfield, Pa.  
September 2-6—Juniata Co. Fair—Port Royal, Pa.  
September 3-6—Fulton Co. Fair—McConnellsburg, Pa.  
September 6—Cecil County Horse and Cattle Show and Fair—Wm. Dupont Farm, Fair Hill, Md.  
November 24-25—Annual Meeting—Inter-State Milk Producers' Cooperative—Philadelphia, Pa.

## JULY, 1941, BUTTER PRICES

Date	Philadelphia	New York	Chicago
1	36 1/4	36 1/4	36
2	36 1/4	35 1/2	35 1/2
3	36 1/4	35 1/2	35 1/2
4	36 1/2	36	35 1/2
5	36 1/2	35 1/4	35 1/2
6	35 3/4	35	35 1/2
7	35 3/4	35 1/4	35
8	35 3/4	34 3/4	34 1/2
9	35 3/4	34 1/2	34 1/2
10	35 3/4	34 1/2	34 1/2
11	35 3/4	34 1/2	34 1/2
12	35 3/4	34 1/2	34 1/2
13	35 3/4	34 1/2	34 1/2
14	35 3/4	34 1/2	34 1/2
15	35 3/4	34 1/2	34 1/2
16	35 3/4	34 1/2	34 1/2
17	35 3/4	34 1/2	34 1/2
18	35 3/4	34 1/2	34 1/2
19	35 3/4	34 1/2	34 1/2
20	35 3/4	34 1/2	34 1/2
21	35 3/4	34 1/2	34 1/2
22	35 3/4	34 1/2	34 1/2
23	35 3/4	34 1/2	34 1/2
24	35 3/4	34 1/2	34 1/2
25	35 3/4	34 1/2	34 1/2
26	35 3/4	34 1/2	34 1/2
27	35 3/4	34 1/2	34 1/2
28	35 3/4	34 1/2	34 1/2
29	35 3/4	34 1/2	34 1/2
30	35 3/4	34 1/2	34 1/2
31	35 3/4	34 1/2	34 1/2
Average	35.40	34.85	34.34
June, '41	36.14	35.61	35.40
July, '40	27.39	27.06	26.48

## Milk for Army Camps Subject to Price Control

The dispute as to whether dairies may ignore Pennsylvania's milk control laws and the minimum prices set under the law in dealing with the United States government, has been decided, temporarily at least, in favor of the Commonwealth. In a decision handed down late in July, Judge O. S. Schaeffer ruled that a dairy from Lancaster, which had contracted with the United States army to supply milk to Indian town Gap at prices under those set by the Commission, was in violation of the State law.



## CLEANLINESS

Quality milk means CLEAN MILK . . . free of dirt and harmful bacteria . . . pure . . . wholesome . . . good to drink. The Surge Milker has been an important part of the quality program. Easiest to clean, and it gets cleaned. Milk touches only four inches of rubber in the Surge. It is a simple matter to clean those short tubes, and that is why we repeat again for the 16th year:

"In order to produce CLEAN Milk the machine must be washed clean after every milking . . . not simply rinsed and placed in a strong sterilizing solution. You cannot buy any MAGIC COMPOUND that will take the place of THOROUGH WASHING. It takes a CLEAN machine to produce CLEAN MILK; don't let anybody tell you different."

The reasons why the SURGE MILKER is important in the program for quality milk are explained in the new Surge Catalogue. It is yours for the asking. Mail us a postcard today.

**BABSON BROS. CO. of New York**

566 Spencer Street

Syracuse, N. Y.

Counsel for the United States government appeared with counsel for the dairy company in objecting to the State's action.

It has been stated, however, that the case would be taken to the State appellate court and to the State and United States Supreme Courts if necessary.

The judge, in his opinion, stated that "The appellant as a milk dealer of Pennsylvania is subject to the milk control act of Pennsylvania, and, accordingly, must submit its bids for the sale of milk to the United States government at Indian town Gap reservation on the basis of minimum prices as promulgated by order of the Commission. Such conclusion is in accord with the decision

of the Supreme Courts of New Jersey and Massachusetts."

In this particular case the dairy company contracted to sell milk for use at the army camp at 2.15 cents per half-pint, whereas the Milk Control Commission's minimum prices specified 2.5 cents per half-pint.

Army Sergeant: "Have you any preference?"  
Draftee: "Yes, sir."  
"What would you like to be?"  
"An ex-service man with a pension."

A dictatorship is a nation where men once had freedom but didn't use it.



### Mark Your Calendar— Annual Meeting, Nov. 24-25

The sixth annual delegate meeting of the Inter-State Milk Producers' Cooperative will be held in Philadelphia on November 24-25. The place of meeting has not been definitely selected by the Annual Meeting Committee, but this will be announced as soon as a decision has been made.

The situation facing dairymen of the country is such that this is likely to be one of the most significant and important meetings in the history of the Cooperative.

Preceding the annual delegate meeting, elections of directors will be held in seven Districts. The numbers of those Districts, together with the names of the directors now representing each of them, follow: 1—Alvin K. Rothenberger; 4—J. M. Wheatley; 7—H. K. Martin; 9—J. Leslie Ford; 12—Fred A. Walls; 15—Howard W. Wickersham; 25—B. H. Welty.

### Defense Bonds Adapted to Small Savings

The Treasury Department has developed several means to make it easier for citizens to take part in the defense program. Included among these are the United States defense savings bonds and the defense savings stamps.

The defense bonds can be bought in denominations that cost as low as \$18.75 or as much as \$750.00. The \$18.75 bond will, upon maturity at the end of ten years, return \$25.00.

The defense savings stamps are available for a dime, a quarter, a half-dollar, a dollar and five dollars. It is the intention, in connection with these stamps which do not bear interest, that, when sufficient stamps have been purchased to buy a defense saving bond, they will be turned in and a bond taken in their place.

The defense bond is always worth as much as was paid for it. After the first year the bond is worth, in addition to its face value, the interest which it has accumulated, which amounts to about 2.9 percent.

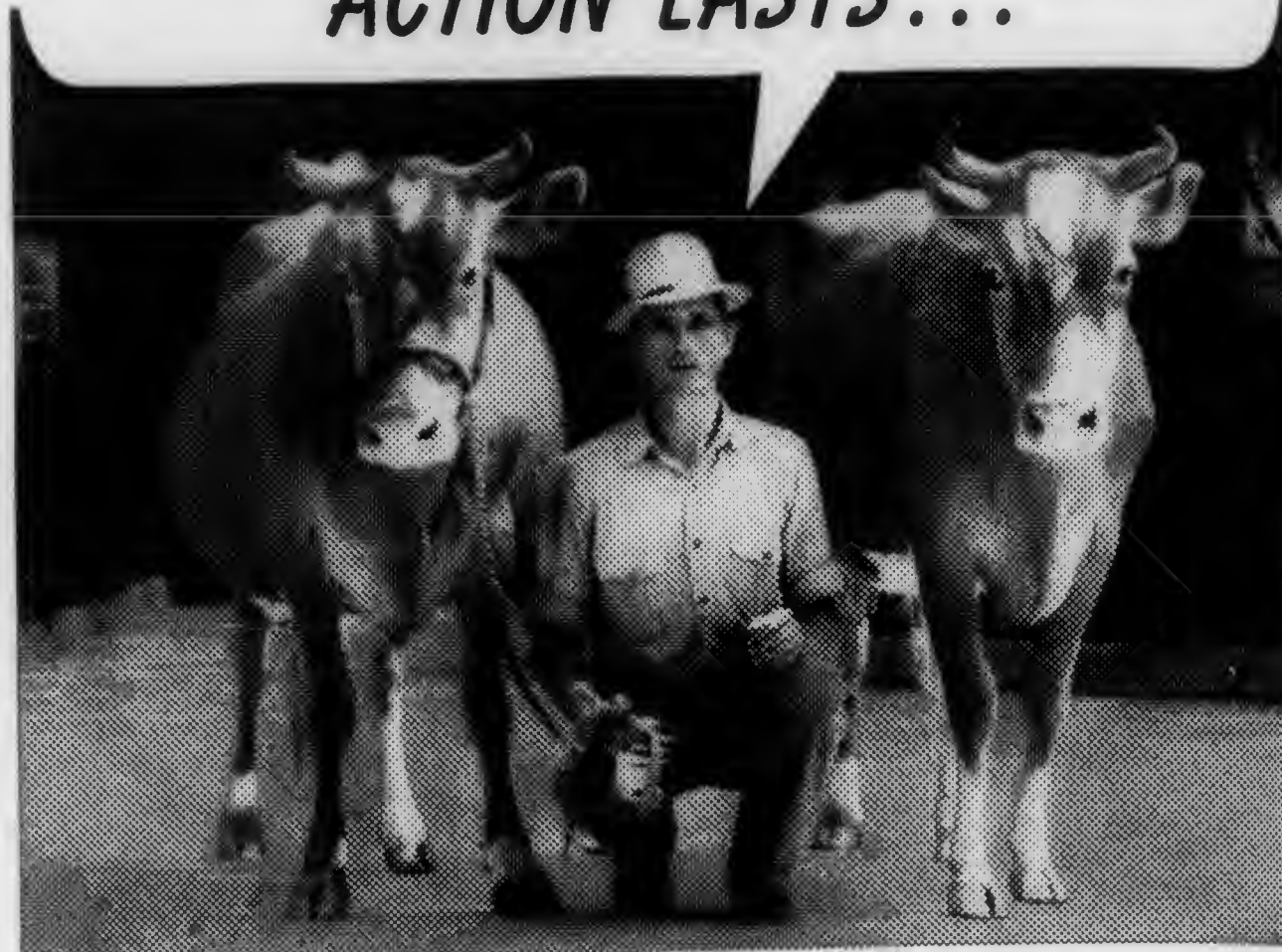
The bonds are available through local banks or postoffices, or they can be obtained by sending a check or money order to the Treasurer of the United States, Washington, D. C.

In these days of high speed and low mentality, the highways have become good-bye-ways.

Customer: "Have you got a book called 'Man, the Master of Woman?'"

Salesgirl: "The fiction department is on the other side, sir."

## "LIKE THE WAY IT'S REPELLING ACTION LASTS..."



G. W. HAWKINS, manager of Hill-andale Dairy, in Durham, N. C., is justly proud of his Guernsey herd. Mr. Hawkins has used Gulf Livestock Spray for three years. Here, in his own words, are the reasons why:

"Cows that have to spend their time running from and fighting flies use up energy that should go into the production of milk. We have used Gulf Livestock Spray for 3 years and are pleased to report that we have found it a big help in keep-

ing up milk production. We like the way its repelling action lasts, even on the hottest days, and also the fact that it can be sprayed in the barn at milking time without imparting a bad taste or odor to the milk."

### YOU CAN MILK RIGHT AWAY AS SOON AS YOU SPRAY

Gulf Livestock Spray...

Kills flies, lice, and ticks...repels

stable and horn flies...

Doesn't impart taste or odor to

milk...

Is safe to spray twice a day...

Is economical to use.

Gulf Livestock Spray helps...

Quiet cows at milking time...

Make milking safer, faster, and

easier...

Quiet cows in pasture.

Follow Easy Directions On Containers

For These Results.

### THIS NEED NOT HAPPEN TO YOU



Cows won't spill milk kicking at flies if you use Gulf Livestock Spray.

PROVE ITS EFFECTIVENESS ON YOUR OWN HERD—  
SATISFACTION GUARANTEED OR YOUR MONEY BACK.

2-Gal. Economy Size **\$1.99** 1-Gal. Handy Size **\$1.19**

also in 5-gal. pails, and in drums.

## GULF LIVESTOCK SPRAY

For sale by many leading feed stores, milk companies, and Gulf stations.



When you buy products advertised on these pages tell the merchant that you saw the advertisement in the Milk Producers' Review

# Milk Produce

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXII

Philadelphia, Pa., September, 1941

No. 5



## Making Milk For Defense



## Inter-State Asks For Hearing On Joint State-Federal Marketing Order

INTER-STATE has made formal request of the Pennsylvania Milk Control Commission and the Dairy Division of the United States Department of Agriculture for a joint hearing and the issuance of a joint marketing agreement or order covering the milk sold in the Philadelphia milk marketing area. This request went forward on August 21, following action by the Board of Directors on that date giving final definite instructions to take this step.

This action was necessitated by the inability to obtain for producers supplying the Philadelphia market uniform prices for the same class of milk regardless of where that milk was produced.

Inter-State's inability to secure these uniform prices throughout the shed can largely be traced to the combination of unorganized producers who are selling milk into the Philadelphia area on the dealers' own terms and to the buyers of that milk who, in several instances, formerly bought milk in Pennsylvania but have recently changed their source of supply to out-of-state areas where no control exists.

### Will Request Higher Price

No date has been set for the hearing and as yet the details of the proposal to be presented by Inter-State and to be discussed at that hearing have not been determined. This proposal, however, will provide for an adequate return to producers and will be backed up by factual data showing definitely and positively the need for an additional price increase and also for uniform prices over the entire area for the various classes of milk.

The request to the Dairy Division and the Milk Control Commission stated that an order would be requested which would provide for payments by dealers to their producers on a "dealer pool" basis as at present, which means simply that each dealer would pay for his milk according to the uses to which he puts that milk. All dealers selling milk in Philadelphia would thus be on a strictly uniform basis as to the cost of the milk used in any classification.

Three resolutions were passed by Inter-State's Board of Directors in the various stages of this development which finally led to the request for the joint State-Federal hearing. The first of these was ap-

proved at a special meeting held on August 1 and provided for a proposal of mediation under the terms of the Agricultural Marketing Agreement Act of 1937. That resolution follows in full:

### Mediation Is Suggested

Following the issuance by the Pennsylvania Milk Control Commission of price order A-73, for the Philadelphia area, the Executive Committee appointed a Sales Committee to approach the buyers of the Cooperative's milk and make proposals to them with relation to prices at receiving stations outside New Jersey and Pennsylvania, where milk control now obtains.

This committee met with the buyers of the Cooperative's milk separately and presented to them certain price proposals. As this committee was unable to secure any uniformity among the proposals of these buyers, the Executive Committee found it expedient to accept the highest proposal obtained from any one of them. Following the advice of Counsel, and by authority of the Executive Committee, the remaining buyers were informed, by letter, that this price must be uniform for all buyers.

Communications were received from these buyers which only restated their original proposals, and there now obtains, not only different prices within and without the Commonwealth, but also different prices among the different buyers without the Commonwealth for the same product, now.

Therefore, be it resolved that all other reasonable efforts having been exhausted, the management is hereby instructed to attempt to secure agreement on the part of buyers of the Cooperative's milk to join with the Cooperative to the end that the United States Secretary of Agriculture shall appoint a mediator as provided for in the Agricultural Marketing Agreement Act of 1937 in order that the prices to producers shipping to receiving stations located outside Pennsylvania and New Jersey may promptly be arbitrated and adjusted and established on some fair basis of uniformity.

### Federal Help Is Next Suggested

The possibility was considered that this effort at mediation might not be successful and the Board, in order to meet such a development, passed a second resolution at the same meeting authorizing further action if the offer of mediation should be declined. That resolution follows:

*Should the management fail to secure an agreement to mediate before a mediator to be appointed by the United States Secretary of Agriculture, with regard to uniformity of prices to all Pennsylvania, Maryland and Delaware producers supplying the Philadelphia market, or fail amicably to agree with the buyers of the Cooperative's milk, the following resolution shall be effective:*

Every effort has been made to obtain prices to producers shipping milk to Philadelphia, residing within and without Pennsylvania, on a fair basis of uniformity.

The Cooperative in an effort to obtain such price uniformity has asked the buyers of the Cooperative's milk to agree to mediate such prices before a mediator appointed by the Secretary of Agriculture under the Agricultural Marketing Agreement Act of 1937.

Such agreement has not been obtained, and as there is no amicable agreement on the part of the buyers of the Cooperative's milk to pay the uniform prices requested by the Cooperative, or agreeable to it, now.

Therefore, be it resolved that the Cooperative immediately ask the United States Secretary of Agriculture to make and issue a marketing agreement or order fixing the prices of milk to be paid to producers for milk shipped in interstate commerce into the Philadelphia area, and to fix the prices of any other milk, shipped into said area, over which the Secretary has jurisdiction, and, if necessary, to join with the Pennsylvania Milk Commission in holding hearings and in writing such an order.

### Joint Order Found Necessary

The efforts to submit the entire price structure for the Philadelphia market to a Federal mediator failed and, therefore, when the directors met at their regular session on August 21 the following resolution was passed:

Whereas, having exhausted other peaceful and legal means of obtaining uniform and adequate prices to all producers for milk sold in the Philadelphia milk marketing area, this having included the offer of mediation as provided under the Agricultural Marketing Agreement Act of 1937,

Therefore, be it resolved that Inter-State Milk Producers' Cooperative file immediately with the Pennsylvania Milk Control Commission and the Dairy Division of the United States Department of Agriculture a request for a joint State-Federal hearing, for the consideration of a joint State-Federal Marketing Agreement or Order covering prices to be paid to producers for milk sold in the Philadelphia milk marketing area and other subjects relating thereto.

### 4 Major Inter-State Demands

Some of the high points which Inter-State will request be included in the joint State-Federal Marketing Order (Agreement if approved by dealers as well as by producers) are:

- (1) a substantial increase in prices to be paid producers; (2) Each dealer to pay for milk according to his own utilizations as at present; (3) Prices for each class of milk to be uniform and subject to uniform zone differentials when delivered at receiving stations; and, (4) A "Market Administrator" to be appointed to have direct supervision over and responsibility for the enforcement of the order.

(Please turn to page 12)

## New Jersey Holds Hearings Class II Price Up September 1

PUBLIC hearings on the prices to be paid producers and the prices to be charged by dealers to consumers, stores and others, were held by Arthur F. Foran, Director of Milk Control in New Jersey, on August 4 and again on August 20 and 21. The first hearing was solely to consider prices of milk used for fluid cream purposes and the later hearings for the consideration of Class I, or fluid milk.

Inter-State and the South Jersey and Trenton market committees appeared at both the hearings and presented extensive evidence showing the need for higher producer prices, backed up by statistical data and by the experience of producers who are being faced with rapidly rising costs.

The extreme disparity between the open market price of cream meeting New Jersey inspection and the equivalent value per hundred pounds of 3.5 percent milk was emphasized. The loss to producers, it was pointed out, has become worse month by month.

A new price order was issued on August 18, to be effective on September 1, providing for an increase of 57 cents—from \$1.65 to \$2.22 per hundred pounds. In the issuance of the new order, No. 41-4, Director Foran pointed out that producers in their testimony at the hearing had fully justified such an increase and that investigation substantiated these claims.

Two other orders were issued at the same time, one, No. 41-5, setting new prices to consumers and to stores and the other, No. 41-6, setting prices to other milk dealers, processors and subdealers. These orders increased the prices in each category by the amount that the cost had been increased through the new producer prices. In announcing these orders, Director Foran pointed out that "No specific evidence was submitted respecting the cost of operation for the processing and distribution of milk, nor was any evidence submitted establishing any substantial increase in that cost of operation, other than in very general and vague terms."

At the hearing on Class I prices on August 20, Inter-State presented data covering the farm labor situation, showing increased wage costs of from 14.6 to 26.3 percent in July, as compared with a year ago. It was also brought out that industry's payrolls are much larger than a year ago. The Trenton area showed increases of 13.1 percent in employment, 12.5 percent in average weekly wages,

and 26.2 percent in total payroll; while the Camden area showed increases of 22.5 percent in employment, 24.9 percent in average weekly earnings and 53 percent in total payrolls. Detailed data was presented as to the increases in feed costs and in prices of cows, as well as on higher labor rates.

The larger industrial payrolls were pointed to as evidence that consumers have greater purchasing power than two years ago, when the present milk prices were established. In this connection it was insisted that the Director of Milk Control should analyze carefully the spread between producer and consumer prices and that any gains that can be obtained through efficiency in distribution should be passed on to the farmers.

The increase in producer price, it was stated, must come either through more efficient distribution or higher prices to consumers.



Arthur F. Foran of Hunterdon County, recently named State Director of Milk Control in New Jersey. Under the new law the director has the authority to regulate prices of milk, establish fair trade practices and "superintend, regulate and control the entire milk industry." Previous to his appointment Mr. Foran was State Senator from his county and he has a long and successful record in various business activities.

## Directors Discuss Market

A SPECIAL meeting of the Board of Directors was held on August 1, to consider developments in the milk market, and especially the need for further steps in obtaining a uniform price for milk sold in the Philadelphia area, regardless of where produced within the milk shed. It was discussed fully from every angle and two resolutions were passed covering the subject, these appearing on page 2 of this issue of the Review.

A discussion was held concerning the price situation in the Pennsylvania state-wide and several up-state areas, it being reported that the Milk Control Commission had announced its intention to hold additional hearings soon.

The regular meeting of the Board of Directors was held on August 21, at which a discussion of the price situation was again a major subject. This included not only steps to obtain a uniform price over the entire milk shed, without regard to state lines, but also discussions of the zoning of the Philadelphia marketing area with the resulting inequities to producers.

The Board then passed a resolution requesting that application be made immediately for a joint State-Federal hearing for the Philadelphia market. It was generally felt that when this hearing is held, and a

joint State-Federal order or agreement is issued on the basis of the hearing, the dissatisfaction in connection with the zoning of Area I could be largely overcome.

The directors authorized the Secretary of the Cooperative to cast a ballot for those Inter-State members whose milk goes to New York, when the forthcoming referendum is held on the pending amendments to the order.

Reports were given to the directors upon the special meeting held in Chicago earlier in the week, which was called by the National Cooperative Milk Producers Federation. A summary of this meeting will be found on page 12.

Reports were heard and action taken on several other items, including the advancing of the date of the next directors' meeting to October 2-3. The directors also approved the report of the annual meeting committee, which recommended that the 1941 annual delegate meeting of the Cooperative be held at the Benjamin Franklin Hotel in Philadelphia, the dates, as previously announced, being November 24-25.

A resolution was approved which outlines and clarifies the procedure for cancelling the membership of members who have been inactive in the Cooperative for a period of more than one year.



## INTER-STATE MILK PRODUCERS' REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phones, Walnut 3040-3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

### Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

F. P. Willits, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Assistant Treasurer  
O. H. Hoffman, Jr., General Manager  
A. Evans Kephart, Counsel  
F. P. Willits, Jr., Statistician

#### District

##### Directors, 1940-41

1. Alvin K. Rothenberger, Worcester, Pa.
2. Frederick Shangle, Trenton, N. J. R. 2
3. J. M. Wheatley, Federalburg, Md.
4. J. W. Keith, Centerville, Md.
5. Fred W. Bleiler, New Tripoli, Pa. R. 1
6. H. K. Martin, Goodville, Pa.
7. Furman H. Gyger, Kinserton, Pa.
8. J. Leslie Ford, Newark, Del.
9. Ralph E. Bower, Chesapeake City, Md.
10. E. M. Crowl, Oxford, Pa.
11. Fred A. Walls, Harbeson, Del.
12. H. B. Stewart, Huntingdon, Pa. R. 4
13. Howard W. Wickersham, Kelton, Pa.
14. M. L. Stitt, Port Royal, Pa.
15. Jos. S. Briggs, Yardley, Pa.
16. John Carvel Sutton, Kennedyville, Md.
17. Kenzie S. Bagshaw, Hollidaysburg, Pa.
18. Coy E. Mearle, Everett, Pa. R. 3
19. A. R. Marvel, Easton, Md.
20. Charles R. Hires, Jr., Salem, N. J.
21. B. H. Welty, Waynesboro, Pa. R. 4
22. D. E. Witherspoon, Chambersburg, Pa.
23. D. E. Witherspoon, Chambersburg, Pa.
24. Honorary Life Member—F. P. Willits, Ward, Pa.

#### Member of Executive Committee

##### FIELD DEPARTMENT

1. Ralph Zollers, Philadelphia, Pa., Director
2. E. Cowan, Lancaster, Pa., Ass't Director
3. Reynolds, Denton, Md., Ass't Director
4. E. P. Bechtel, Trappe, Pa.
5. J. J. Camp, Roaring Spring, Pa.
6. E. C. Dunning, Chambersburg, Pa.
7. Floyd R. Ealy, Broomall, Pa.
8. Clayton L. Keener, Nottingham, Pa.
9. H. D. Kinsey, Quakertown, Pa.
10. J. T. Plummer, Lewistown, Pa.
11. Louis F. Tomney, Centerville, Md.
12. D. W. Winter, Glenside, Pa.

##### SECONDARY MARKET MANAGERS

- Altoona—Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118-M.  
Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977  
South Jersey—Floyd R. Ealy, County Extension Office, Woodbury, N. J., Box 334, Phone 800  
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083  
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

### Drums and Bugles

Prepare yourself for anything as you read these pages this month. You are likely to find the strangest things in the oddest places—such as drum beats in the middle of an infinitive and bugle calls clinging to participles. Subjects might be pretty, young drum majorettes and predicates might be seasoned veterans in flashing parade uniforms.

And back of it all is the terrific handicap of trying to write—edit—in short, put together this Review in competition with the tremendous parade held by the Veterans of

Foreign Wars during their convention here in Old Phillie.

Marching! Marching! Hours of it! Right past 401 North Broad, and our office window opens over Broad, too. Every unit had its drum and bugle corps—and almost every one had its quota of drum majorettes, the kind that get their pictures into the color sections of Sunday papers.

One saving feature was the fact that our office is ten floors above the street—our conscience wouldn't let us run out every time a new baton swinger came past. Even so, we did get some grand bird's eye views—and we dare anyone to resist the temptation to do likewise.

We should have played hooky!

### Filled Milk Makers Cited By Trade Commission

A complaint issued by the Federal Trade Commission charges the Carolene Products Company with misrepresentation in its advertising and in the packaging of its products. These products, designated as "Carolene" and "Minlut," are commonly known to the trade as "filled milk," consisting of skim milk and coconut oil evaporated to approximately the consistency of evaporated milk.

Specifically, the complaint charges that advertisements represent that the product is "so rich it whips," "amazing milk compound" and "for all cooking and table uses just as you would use whole milk, cream, whipping cream and canned milk." The complaint also alleges that the products are not rich in the food values of milk and the whipping qualities are not due to their cream nor butterfat content.

The Commission, in its complaint, also declares that this company's practice of packing its products in containers of similar size, shape and appearance to those used for evaporated milk is a deceptive act which, combined with the deceptive advertisements, "causes a substantial number of the purchasing public to purchase the products in the erroneous or mistaken belief that the products are milk."

**EDITOR'S COMMENT:**—This is a fearless and forthright action. It is a shining contrast to the attitude of the Federal Security Agency toward oleomargarine which agency has promulgated regulations permitting oleo to imitate butter in several important respects. Such action makes it easier for this substitute product to take away some of butter's market, especially since part of the public does not know the basic difference between the real thing and its imitation.

Attend your local meeting.

### Personal Glimpses

Death overtook Edwin Dean Burris, son of Mr. and Mrs. Edwin E. Burris of Centerville, Md., on August 3. Edwin was in the service of the United States army and while temporarily at Charleston, S. C., was stricken with acute appendicitis which, with complications, resulted in his death.

The Frank C. Pettit family of Woodstown, N. J., returned early in August from a 5000-mile, two-week, motor tour, which included Denver, the Yellowstone, southern Canada and Niagara.

Major H. Wallace Cook of Elkton, Md., a former Inter-State Director, is being transferred from Camp Edwards, Massachusetts, to Camp Ontario, New York. During his absence Mrs. Cook is operating the farm and doing it so successfully that in July the Cook herd led the New Castle County, Delaware, dairy herd improvement association.

We are sorry to learn that S. W. "Walt" Stearley, former Director from District 1, has been in the Lankenau Hospital in Philadelphia for observation, following a circulatory disorder.

Accidental drowning claimed the life of Mrs. Charles Wilson, wife of Chas. Wilson, former Dairy Council fieldman and daughter of Mr. and Mrs. Frank Price of Chestertown, Md., on Sunday, July 29.

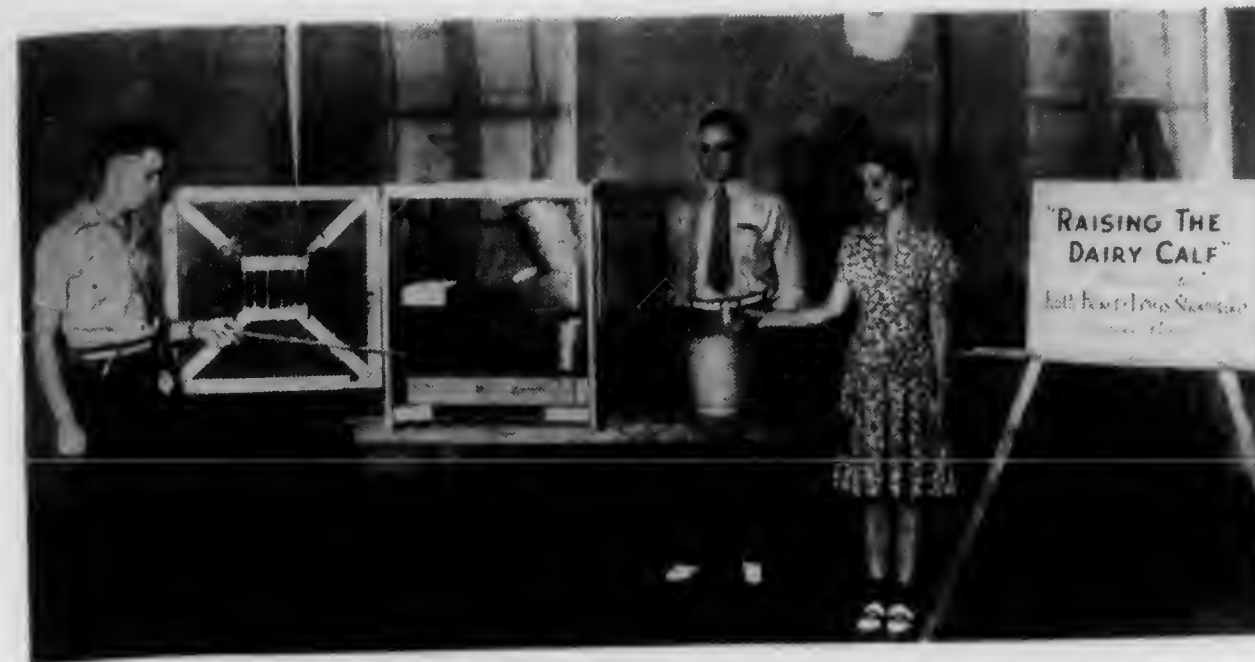
The many friends of Howard Fravel, delegate from West Windsor Local and secretary-treasurer of the District 2 delegates, will be glad to know that he is making an excellent recovery from a long, serious illness.

Levis Phipps, secretary of the Wilmington Market Committee, and his family have just returned from a 5300-mile, three-week, motor tour of Idaho, the Yellowstone National Park and other northwestern states. He reports seeing generally good crops and also that an Idaho cheese factory which he visited is paying \$2.05 for 4 percent milk.

With the aid of two canes and a brace Harry U. Miller is showing excellent recovery from the truck accident reported in the July Review. It will be another six months, however, before he can discard these aids completely.

Mr. and Mrs. Irvin G. Klair, Marshallton, Del., were members of the Del-Mar-Va tour to Canada in August. They visited Toronto, Montreal and Ottawa. Mr. Klair is a member of the Delaware State Board of Agriculture and of the Wilmington Inter-State Milk Market Committee.

Modern version—Lock the gas tank before the gas is stolen.



The 4-H dairy demonstration team from Lancaster county, Lewis Shoemaker, left, son of Inter-State member Lewis E. Shoemaker, and Ruth Baker, right, and their coach, M. M. Smith, assistant county agent, in the background. The subject of the demonstration, which won second honors in the state contest at Pennsylvania's 4-H Club Week, was "Feeding of The Dairy Calf."

### Lancaster and Lycoming Win State 4-H Contests

The 4-H dairy cattle judging team from Lancaster county won first place in the judging contest at Pennsylvania's twenty-first Annual 4-H Club Week. Second and third places went to Lycoming and Cumberland counties. The members of the winning Lancaster county team were Wilbur Houser, Robert Weicksel and Marvin Rohrer. Robert is a son of D. E. Weicksel, Christiana, an Inter-State member.

In the dairy demonstration contest the Lycoming county team took first place, with Lancaster second and Cumberland third. The members of the Lycoming county team were Robert Christ and Eugene Mutchler.

Total registration at Club Week was 1343, with 103 teams of boys and girls taking part in agricultural contests.

### Sussex Wins In Delaware

The 4-H dairy demonstration team from Sussex county, consisting of Alden Hopkins, Jr., and Roland Hill, won the Delaware State 4-H dairy production demonstration contest at the Kent-Sussex Fair on July 31. By virtue of this achievement these boys are eligible for a trip to the National Dairy Show at Memphis, Tenn., in October, where they will compete with teams from other parts of the country for sectional and perhaps national honors.

The subject of their demonstration was "Clean Milk Production" and they demonstrated the three essential steps; (1) prompt rinsing of utensils, (2) a thorough scrubbing with hot water to which an alkali dairy cleaner has been added, and (3) sterilizing of the utensils with a good chlorine sterilizer immediately before using. Alden Hopkins, Jr., is a son of Alden Hopkins, Sr., an

Inter-State member from Lewes.

Other teams competing were Arnold Long and Wilbert Comegys, Kent county, who demonstrated "Care of Milk Utensils;" Charles Bostic and Wilmer Clark, Kent county, who demonstrated "Testing Milk for Butterfat;" Harold Wilson and Montilles Webb, Sussex county, who demonstrated "Use of Home Grown Feeds in the Dairy Ration;" and Alvin Hill and Edward Hurd, Kent county, who demonstrated "Feeding Dairy Heifers." Wilmer Clark is a son of H. C. Clark, Felton.

### 4-H Blue Ribbons

#### Denote Real Merit Here

The South Jersey 4-H Club Fair, which was held at Pitman, August 14-16, adopted a new method of judging the 4-H dairy animals. Approximately 80 4-H club dairy cattle were exhibited, but in each of the various classes the judge was required to determine whether each animal could be ranked as excellent, very good, good, or fair. No animal was awarded a first prize ribbon unless it earned a rating of excellent; likewise, an animal had to rate at least very good to be awarded a second place ribbon. As a result, in several instances no first place ribbons were awarded, even though there were as many as six animals judged in the class.

Among those who won blue ribbons were Borden Shinn and Mary Hughes of Burlington county in the Guernsey division; Arthur Duffield, Gloucester county, with Holsteins; Doris and Franklin Coleman of Salem county and Gene Miller of Burlington county, with Jerseys; and Keith Brown of Salem county with Brown Swiss.

The South Jersey Inter-State Milk Market Committee made special awards to the best 4-H herdsman from each of Salem, Gloucester and Burlington counties, these awards

of milk scales being given on the basis of the neatness and attractiveness of the stalls in which the various 4-H contestants kept their animals during the show.

Winners of these awards were: Burlington county, Herman Durr, Jr., Columbus; Gloucester county, William Hunt, Mullica Hill; and, Salem county, Samuel Patrick, Salem, son of Inter-State member Morris Patrick.

Other special awards included prizes to the 4-H boy or girl who did the best job of showing animals in the show ring, and also for the best job of fitting the animals for the show ring.

### \$350,000 to Boost Butter —But Oleo Doubles It

Last year the dairy industry succeeded in raising \$250,000 for the purpose of advertising dairy products, principally butter and cheese. This money was made available only through tremendous effort on the part of leaders in the dairy industry. About \$350,000 has been raised for the 1941-42 season—small change, indeed, for advertising an industry that brings farmers one and a half billion dollars a year.

This year the oleo industry is reported as raising a fund of \$750,000 to \$1,000,000 for advertising their product and it is safe to assume that they are hoping to get this back by taking business away from the butter industry. It is also safe to assume that the work of getting this tremendously large advertising budget for boosting this imitation product will be insignificant in comparison with the work of getting funds to advertise butter and cheese.

The size of the dairy industry is many, many times greater than that of the oleo industry in both volume of product and in cash income from the ultimate consumer. If we compare the size of industries on the basis of income to farmers, we find that the butter industry alone amounts to 53 times more than the oleo industry, and the value of all manufactured dairy products is 193 times more. This is on the basis of income to farmers according to 1940 records.

It is regrettable that the dairy industry has not been able to get together and raise the funds necessary to tell effectively the vital and dramatic story of butter, cheese and other dairy products to every man, woman and child in this land. The dairy industry has a real story to tell and a real product to sell. Furthermore, in telling this story, there is no occasion whatever to stretch the truth or in any way violate the ethics of good business and sound advertising.



### Prices Paid for 4.0% Milk By Philadelphia Dealers

Weighted Averages, July, 1941

Abbotts Dairies.....	2.65
Baldwin Dairies.....	2.575
Breuninger Dairies.....	2.77
Engel Dairy.....	*2.80
Gross Dairy.....	2.83
Harbisons' Dairies.....	2.73
Missimer-Wood-Narcissa.....	2.73
Scott-Powell Dairies.....	2.56
Supplee-Wills-Jones.....	2.65
Sypherd's Dairy.....	2.73

\*July 1-24 only.

### South Jersey Prices

F. o. b. farm, cwt. of 3.5% milk.

	Class I	Class II	Class III
July	\$2.85	\$1.65	\$1.39
Aug.	2.85	1.65	1.42

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

### Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

### Average price New York 92-score butter

Average price New York 52 cent			
	Cents Per Pound		
	First Half	Last Half	Monthly
July	35.48	34.33	34.85
August	35.30	35.78	35.52

### Class III Prices—4.0% Milk

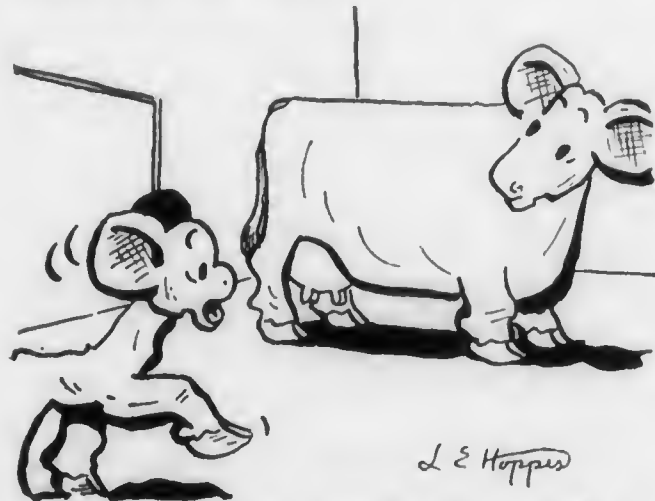
MARKET	JULY 1-24	JULY 25-31	AUGUST
Phila.	\$1.44	\$1.49	\$1.52
Other Penna.	—1.44—	—	1.47
Md. & Del.	1.42	1.49	1.52
Wilmington	—1.42—	—	1.52

The July average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, up to July 24, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.



"Would you mind giving me a little milk, ma'am?—Just enough to take me on to the next cow!"

### Classification Percentages—July, 1941

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	63.5	36.5	..	59% of Prod.
Baldwin Dairies.....	63.71	26.05	10.24	59.54% Prod.
Blue Hen Dairies.....	58.7	10.3	31	..
Breuninger Dairies.....	77.22	22.21	..	..
Clover Dairy Co.....	72.42	11.6	15.98	43% of Prod.
Eachus Dairies.....	85.37	9.34	5.29	..
*Engel Dairy.....	86	7	7	59.28% Prod.
Fraims Dairies.....	74.49	11.51	14	60% of Prod.
Gross Dairy.....	80	20	..	70% of Cl. I
Harbisons' Dairies.....	73	23	4	69% of Cl. I
Hernig, Peter, Sons.....	40	60	..	..
Hill Crest Farms.....	74.8	25.2	..	..
Hoffman's (Altoona).....	25	5	69	c
" (Bedford).....	31	16	53	..
" (Huntingdon).....	25	5	69	c
Martin Century Farms.....	85.8	14.2	..	83.55% Prod.
May's Dairy.....	58	1.5	20.5	..
Missimer Dairies.....	75.09	18.52	6.39	..
Mt. Union S. Milk Co. I-15	91	5	4	..
" " " " " " " " " " " "	88	6	6	..
Nelson Dairies.....	55	32	13	..
Penn Cress Ice Cream Co.	33.5	1.8	64.7	..
Pebble Hill Farm 1-24.....	70.29	23.33	6.38	..
" " " " " " " " " " " "	66.50	24.47	9.03	..
Penn Reed Milk Co.....	37	63	..	..
Scott-Powell Dairies.....	56.75	41	2.25	65% of Cl. I
Stegmeier, Clayton.....	53	5	42	..
Supplee-Wills-Jones.....	66	30	4	59.09% Cl. I
Sypherd's Dairy.....	76.9	9	14.1	..
Turner & Wescott.....	59	39	2	..
Chas. G. Waple Dairies.....	89	7.9	3.1	..
Wawa Dairies.....	69	14	17	..
Williamsburg Dairy.....	95	5	..	..

### NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess Balance
Abbotts Dairies.....	110	..	..
Scott-Powell Dairies.....	110	..	..
Supplee-Wills-Jones.....	100	..	..

a Martin Century paid, July 1-24, Class I, 69.35% at \$2.79; 16.45% at \$2.98; Class II, 11.48% at \$1.88 and 2.72% at \$1.92. July 25-31, all Class I @ \$3.12, all Class II at \$2.04. (Prices of 4% Grade B milk f. o. b. Lansdale.)

b Bonus paid "A" producers on 57.9 percent of norm.

c One percent of milk in Class V.

\* Percentages apply only to purchases made July 1-24, inclusive.

### Feed Price Summary for August, 1941

Compiled by the Inter-State Milk Producers' Cooperative, Inc.  
from data supplied by a selected list of feed dealers.

Ingredients	August 1941 (\$ per T.)	July 1941 (\$ per T.)	August 1940 (\$ per T.)	% Change August, 1941 compared with August, 1940
Wheat Bran.....	36.27	34.46	30.32	+5.25
Cottonseed Meal 41%.....	44.14	41.94	39.32	+5.25
Gluten Feed 23%.....	33.26	31.95	28.65	+4.10
Linseed Meal 34%.....	36.46	36.04	34.58	+1.17
Corn Meal.....	40.16	39.54	35.13	+1.57
Mixed Dairy Ration: 16%.....	38.32	36.69	31.74	+4.44
" " " " " " " " " " " "	24%.....	43.23	41.95	+3.05
" " " " " " " " " " " "	32%.....	46.03	45.13	+1.99
Brewer's Grains.....	33.89	32.93	29.38	+2.92

"Look, papa, Abie's cold is cured and we still got left a box of cough drops."

"Oct, vot extravagance. Tell Herman to go out and get his feet wet."

The problem that confronts us all is to make money first—and then to make it last.

Little Ethel: "Mother, are you the nearest relative I've got?"  
Her Mother: "Yes, dear, and your father is the closest."

Lecturer: "I speak the language of wild animals."

Voice in Rear: "Next time you meet a skunk, ask him what's the big idea."

### Prices 4% Grade "B" Milk (Prices quoted are f. o. b. Delivery point)

July averages and July and August Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Ave. Price July	Class I Prices July 1-24	Class I Prices July 25 to 8-31	Class II Prices July 1-24	Class II Prices July 25-31	August
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	*\$3.30	\$1.92	\$2.04	\$2.07
Abbotts Dairies.....	Coudersport, Pa.....	2.39	2.38	*2.70	1.84	1.96	1.99
" " " " " " " " " " " "	Curryville, Pa.....	2.30	2.47	*2.79	1.85	1.97	2.00
" " " " " " " " " " " "	Easton, Md.....	2.32	2.56	*2.88	1.72	1.99	2.02
" " " " " " " " " " " "	Goshen, Pa.....	2.41	2.63	*2.95	1.87	1.99	2.02
" " " " " " " " " " " "	Kelton, Pa.....	2.42	2.65	*2.97	1.88	2.00	2.03
" " " " " " " " " " " "	Oxford, Pa.....	2.42	2.65	*2.97	1.88	2.00	2.03
" " " " " " " " " " " "	Port Allegany, Pa.....	2.39	2.38	*2.70	1.84	1.96	1.99
" " " " " " " " " " " "	Spring Creek, Pa.....	2.37	2.34	*2.66	1.83	1.95	1.98
" " " " " " " " " " " "	Wilmington, Del.....	2.26	2.77	a3.09	—1.92—	—	2.07
Blue Hen Farms.....	Richlandtown, Pa.....	2.48	2.62	*2.94	1.87	1.99	2.02
Breuninger Dairies.....	Centerville, Md.....	2.49	2.77	a3.09	—1.92—	—	2.07
Centerville Producers' Co-op.....	Centerville, Md.....	2.46	2.98	3.12	1.92	2.04	2.07
Clover Dairy Company.....	Springfield, Pa.....	2.55	2.85	*2.85	—1.77—	—	1.80
Duncan's Dairy.....	West Chester, Pa.....	2.73	2.77	a3.09	—1.92—	—	2.07
Eachus Dairies.....	Wilmington, Del.....	2.48	2.62	*2.94	1.87	1.99	2.02
Fraims Dairies.....	Brandtsville, Pa.....	2.46	2.62	*2.94	1.87	1.99	2.02
Harbisons' Dairies.....	Byers, Pa.....	2.46	2.62	*2.94	1.87	1.99	2.02
" " " " " " " " " " " "	Carlisle, Pa.....	2.46	2.62	*2.94	1.87	1.99	2.02
" " " " " " " " " " " "	Hurlock, Md.....	2.38	2.56	*2.88	1.72	@1.99	@2.02
" " " " " " " " " " " "	Kimberton, Pa.....	2.46	2.62	*2.94	1.87	1.99	2.02
" " " " " " " " " " " "	Massey, Md.....	2.39	2.58	*2.90	1.72	@2.00	@2.03
" " " " " " " " " " " "	Millville, Pa.....	2.37	2.50	*2.82	1.86	1.98	2.01
" " " " " " " " " " " "	Sudlersville, Md.....	2.39	2.58	*2.90	1.72	@2.00	@2.03
" " " " " " " " " " " "	" " " " " " " " " " " "	—	2.96	*2.96	—1.77—	—	1.80
Harshbarger Dairy.....	Altoona, Pa.....	2.20	2.58	*2.90	1.87	1.99	2.02
Hernig, Peter, Sons.....	Boiling Springs, Pa.....	2.25—2.35	2.85	*2.85	—1.77—	—	1.80
Hershey Creamery Co.....	Greencastle, Pa.....	2.47	2.98	3.12	1.92	2.04	2.07
Highland Dairy Co.....	Doe Run, Pa.....	2.74	2.96	*2.96	—1.77—	—	1.80
Hill Crest Farms.....	Eddington, Pa.....	2.10	2.58	*2.58	—1.77—	—	1.80
Hoffman's.....	Altoona, Pa.....	2.06	2.70	*2.70	—1.76—	—	1.79
" " " " " " " " " " " "	Bedford, Pa.....	2.03	2.98	3.12	1.92	2.04	2.07
" " " " " " " " " " " "	Huntingdon, Pa.....	2.03	2.98	3.12	1.92	2.04	2.07
Johnson, J. Ward.....	Woodlyn, Pa.....	x2.55—2.98	2.98	3.12	1.92	2.04	2.07
Keith's Dairy.....	Altoona, Pa.....	—	2.96	*2.96	—1.77—	—	1.80
Martin Century Farms.....	Lansdale, Pa.....	2.75	2.98	3.12	1.92	2.04	2.07
Miller-Flounders Dairy.....	Chester, Pa.....	x2.55—2.98	2.98	3.12	1.92	2.04	2.07
Mount Union Snt'y Milk Co.....	Mt. Union, Pa.....	2.57—2.54	2.70	*2.70	—1.76—	—	1.79
Nelson Dairies.....	Jeffersonville, Pa.....	2.47	2.98	3.12	1.92	2.04	2.07
New York City Buyers.....	201-210 Mile Zone.....	2.30	2.98	3.12	1.92	2.04	2.07
Pebble Hill Farm.....	Doylestown, Pa.....	x2.63—2.71	2.96	*2.96	—1.77—	—	1.80
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.15	2.60	*2.92	1.72	2.00	2.03
Scott-Powell Dairies.....	Clayton, Del.....	2.28	2.66	*2.98	1.88	2.00	2.03
" " " " " " " " " " " "	New Holland, Pa.....	2.36	2.71	*3.03	1.88	2.00	2.03
" " " " " " " " " " " "	Pottstown, Pa.....	2.39	2.44	*2.76	1.72	1.98	2.01
" " " " " " " " " " " "	Snow Hill, Md.....	2.19	2.98	3.12	1.92	2.04	2.07
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.33	2.96	*2.96	—1.77—	—	1.80
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.39	2.47	*2.79	1.85	1.97	2.00
Supplee-Wills-Jones Milk Co.....	Bedford, Pa.....	2.29	2.55	*2.87	1.86	1.98	2.01
" " " " " " " " " " " "	Chambersburg, Pa.....	2.34	2.49	*2.81	1.72	@1.99	@2.02
" " " " " " " " " " " "	Hagerstown, Md.....	2.30	2.58	*2.90	1.72	@1.99	@2.02
" " " " " " " " " " " "	Harrington, Del.....	2.33	2.53	*2.85	1.86	1.98	2.01
" " " " " " " " " " " "	Huntingdon, Pa.....	2.33	2.67	*2.99	1.88	2.00	2.03
" " " " " " " " " " " "	Leaman Place, Pa.....	2.43	2.55	*2.87	1.86	1.98	2.01
" " " " " " " " " " " "	Lewistown, Pa.....	2.34	2.55	*2.87	1.86	1.98	2.01
" " " " " " " " " " " "	Mercersburg, Pa.....	2.34	2.58	*2.90	1.72	@2.00	@2.03
" " " " " " " " " " " "	Mt. Pleasant, Del.....	2.33	2.55	*2.87	1.72	@1.99	@2.02
" " " " " " " " " " " "	Nassau, Del.....	2.31	2.47	*2.79	1.72	@1.99	@2.02
" " " " " " " " " " " "	Princess Anne, Md.....	2.25	2.58	*2.90	1.72	@2.00	@2.03
" " " " " " " " " " " "	Townsend, Del.....	2.33	2.55	*2.87	1.86	1.98	2.01
" " " " " " " " " " " "	Waynesboro, Pa.....	2.34	2.58	*2.90	1.72	@1.99	@2.02
" " " " " " " " " " " "	Worton, Md.....	2.33	2.85	*2.85	—1.77—	—	1.80
Swavelly, H. R. Dairy.....	Pottstown, Pa.....	2.34	2.65	*2.97	1.88	2.00	2.03
Sylvan Seal Milk Co. (Del.).....	F. O. B. Farm.....	2.38	2.98	3.12	1.92	2.04	2.07
Turner & Wescott.....	Glen Roy, Pa.....	2.54	2.70	*2.70	—1.76—	—	1.79
Walnut Bank Farms.....	Quakertown, Pa.....	2.62	2.98	3.12	1.92	2.04	2.07
Charles G. Waple Dairies.....	Tyrone, Pa.....	2.44	2.98	3.12	1.92	2.04	2.07
Wawa Dairy Farms.....	Wawa, Pa.....	—	—	—	—	—	—

\* A Class I-A Price of \$2.20 per cwt. of 4% milk applies in these markets.

This price applies to that part of the Class I milk sold in Zone 1 of the Philadelphia Milk Marketing area—the price of that part of the Class I milk sold in Zone 2 being 18 cents less per hundred pounds.

Class I milk sold in Zone 2 being 18 cents less per hundred pounds.

@ This is the price Inter-State is insisting that the out-of-state receiving station buyer pays to members in order that the price be uniform both within and without Pennsylvania. As yet this has not been agreed to by the buyer.

a This price effective on August 1, 1941.

x Prices effective for July 1-24 and July 25-31, respectively.



## Secondary Markets

### WILMINGTON

Increased prices became effective in Wilmington on August 1, with the Class I price going up 32 cents and the Class II prices being on the same basis as the f.o.b. Philadelphia price. This amounts to increases of about 13 cents on Class II milk and 7 cents on Class III milk, with butter prices at the present levels.

The annual meeting of the Wilmington market producers will be held on September 25, the place and program to be announced later. A nominating committee, consisting of Wm. H. Naudain, Chas. B. Laws, A. F. Davidson, H. Vaughn Ginn and H. Ray Price, met on August 22 and nominated 25 producers for election to the nine places on the Wilmington Inter-State Milk Market Committee. The nominees, together with their addresses and the dealer to whom each sells, follow:

**Delaware**  
John R. Butler, Middletown, Sylvan Seal  
I. H. Crossland, Middletown, Blue Hen  
Arthur M. Davis, Middletown, Blue Hen  
J. L. Ford, Newark, Blue Hen Farms  
Benj. Johnson, Bear, Clover Dairy Co.  
Egbert Klair, Stanton, Delamore Dairy  
Victor P. Kohl, Middletown, Fraims Dairy  
Irvin G. Klair, Marshallton, Fraims Dairy  
Harry B. Moore, Bear, West End Dairy  
Harvey E. Moore, Middletown, Clover Dairy Co.  
H. B. McDowell, Jr., Middletown, Sylvan Seal  
H. C. Milliken, Newark, Clover Dairy Co.  
Chas. B. Moore, Bear, Blue Hen Farms  
Rev. Pell, Headmaster—St. Andrews Farm School, Middletown, Sylvan Seal  
E. Leland Pleasanton, Middletown, Sylvan Seal  
Edgar A. Price, Middletown, Clover Dairy  
Geo. H. Shaw, Middletown, Fraims Dairy  
Harry Seemans, Odessa, Sylvan Seal  
Lewis Stafford, Stanton, West End Dairy  
Horace M. Woodward, Wilmington, Delamore Dairy

**Maryland**  
R. E. Bower, Chesapeake City, Clover Dairy  
Fred Martenis, Elkton, Fraims Dairy  
J. Hazel Price, Warwick, Clover Dairy Co.  
Raymond T. Seemans, Elkton, Fraims  
John W. Scott, Earleville, Clover Dairy Co.

### TRENTON

The Trenton market committee was represented at the hearing on Class I prices, held at Trenton on August 20-21 by the committee's secretary, H. H. Fisher. He presented a brief showing the need for an increase in producer prices so that dairymen might at least break even on the cost of production.

The Trenton committee's chairman, Wm. J. Lauderdale of Lambertville, was selected by Director of Milk Control Arthur F. Foran as a member of his state-wide producer advisory committee. C. Harold

Joyce of Burlington county and Frank C. Pettit of Salem county are other Inter-State members on the committee.

Production in the Trenton area continues at a level somewhat higher than a year ago. Consumption of fluid milk has shown a decided increase and demand has held up well.

### LANCASTER

An epidemic of low butterfat tests has kept the market manager busy the past several weeks following up complaints on that score. It appears that this situation has been caused in part by periods of extremely hot weather in mid-summer.

A report was made at the Advisory Committee meeting on August 18, by Walter E. Herr, on the hearing covering the State-Wide marketing area, which was held at Harrisburg on August 14. A part of the milk of Lancaster producers is sold in that area.

After a complete discussion the Advisory Committee authorized that the Pennsylvania Milk Control Commission be requested to hold a hearing on producer prices in the Lancaster area, known as Area 14.

Market Manager C. E. Cowan reported on the New York market situation and the hearing held in that market early in August. A meeting of Lancaster county producers shipping to New York will be called as soon as the proposed amendments to the New York order are announced.

The schedule of classes, percentages and prices on which producers were paid for their milk going to New York during July follows:

Classes	Percentages	Prices
I	41.71	\$2.650
I Outside	7.14	2.500
I Relief	.90	2.080
II-A	13.09	2.242
II-B	11.39	2.122
II-C	3.90	2.141
III	18.37	2.041
IV-A Butter	.74	1.588
IV-B Cheese	2.76	1.914

The blended price, after deductions and adjustments, was \$2.30 per cwt. for milk of 3.5 percent butterfat, f.o.b. the 201-210 mile zone, the Lancaster price being \$2.335.

### SOUTH JERSEY

When milk control was reinstated in New Jersey, with the induction into office of Director Arthur F. Foran, the prices in effect as of June 30 were declared as in effect until hearings could be held and new orders issued.

Such a hearing was held on August

4, for the consideration of Class II prices, with the result that on September 1 the Class II price is being increased from \$1.65 to \$2.22 per hundred pounds of 3.5 % milk. Another hearing for the consideration of Class I prices was held on August 20, at which a brief was presented by Market Manager Floyd R. Ealy. It is hoped that a new order covering Class I prices can be issued in time to be effective September 15. Under the new law, a 15-day notice is required between issuance and effective date of orders.

Testimony presented at this hearing showed that costs of labor, feed, cows and supplies had increased by 20 to 25 percent during the past few months. Letters from representative producers were also read into the record to this effect.

Director Foran has appointed as producer advisors from Areas 1 and 2, Wm. J. Lauderdale, Lambertville, chairman of the Trenton Committee; F. C. Pettit, Woodstown, Chairman; and C. Harold Joyce, Medford, member of the South Jersey Market Committee.

### Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during July, 1941.

Farm Calls	1422
Non-Farm Calls	348
Butterfat Tests	3939
Plants Investigated (first half July)	19
(second half July)	22
Herd Samples Tested	743
Brom Thymol Tests	704
Miscroscopic Tests	1021
Membership Solicitations	298
New Members Signed	29
Local Meetings	3
Attendance	95
District Meetings	2
Attendance	25
Committee Meetings	12
Attendance	98
Other Meetings	10
Attendance	5746

An old Scottish woman, who had never been known to say an ill word about anybody, was one day taken to task by her husband.

"Janet," he said impatiently, "I do believe ye'd say a guid word for the de'il himsel'."

"Ah weel," was the reply, "he may na be sae guid as he micht be, but he's a very industrious body."

And says the colored gentleman, "Jedge, ah pleads guilty an' waives the hearing." "What do you mean—waive the hearing?" he was asked. "Well," he replied, "Ah jes' doan wanna heah no mo' 'bout it, dat's all."



The staff of the Philadelphia Inter-State Dairy Council, whose special job is to make more people want more milk.

## We Work For You !!

### Introducing the Dairy Council Staff To Dairy Council Friends and Contributors

You produce the milk. We sell it.

Well, not actually, perhaps. But we do a lot to create the demand essential for a good milk market.

"We" are the members of the Dairy Council staff, 23 full time and 7 part time workers. And, from the "Chief" down, our ambition is the same—to sell more milk.

You probably haven't visited the Dairy Council office recently and maybe you wonder just how this business of increasing milk sales can keep 30 people busy. Drop around and we will show you.

#### Mr. Cohee Is President

The first person you will see will be Miss Jenny Golorowski, receptionist and telephone operator. She will take you to meet C. I. Cohee, president and manager of the organization. And Mr. Cohee will be only too glad to show you how his staff functions in promoting the sale of milk and in creating good will for the milk industry.

But first of all you must greet the other members of the executive staff—Dr. E. G. Lechner, secretary, and W. S. Holmes, assistant secretary. That is if they're not sitting in on a milk hearing, solving some problem at the Dairy Dell, showing movies, conferring with artists, or one of a dozen other things. Even in the executive end of the organization the right hand has a hard time keeping up with the left.

And now to acquaint you with a job we're proud of at the Council and that we feel does much to keep up milk consumption in Philadelphia—our work in the schools. We have reason to be proud of that work. It is quite an accomplishment to carry an advertising program into the public and parochial

schools and to have that program receive the approval and cooperation of the school system.

Schools are certainly not interested in advertising. But they are interested in education. And the Dairy Council program capitalizes on this fact. Our goal in the schools is not to advertise; it is to educate. For this reason, the name of Dairy Council has been a veritable Open Sesame in the Philadelphia schools for more than 20 years.

#### Health Education

The Health Education Department of the Council teaches health in its programs—with proper emphasis on the importance of milk. Modern teaching methods are used in puppet shows, stories, plays, projects, humorous talks, dramatic monologues, food demonstrations, and nutrition lectures to reach school children from kindergarten to college.

You probably won't meet many members of this department personally because they all have full schedules and many work in outside territories. But we can tell you about them and explain their duties.

The department has two unofficial divisions—the dramatists and the nutritionists. Miss Myra Boucher, head of dramatics for a number of years, arranges schedules, contacts principals, and helps out with plays and puppet shows as well.

Most of the programs in junior and senior high schools and business and social clubs are given by Miss Louise Everts and Robert C. McKinley. Miss Everts' specialties are writing puppet shows and plays for the grades and presenting plays and monologues for high schools and adult groups. Mr. McKinley writes and arranges his own talks for high schools, service clubs, and

professional groups and creates other Council material.

Miss Dorothy Chandler, Miss Bertha Lawrence, and Miss Florence Sailor give puppet shows and plays in grade schools and may also do anything from imitating barnyard animals to producing pageants. In answer to special requests, Miss Chandler teaches puppet-making.

The nutrition personnel includes Miss Frances Hoag, Miss Lucy Queal, Miss Mary Forman, Mrs. Madalene Tillman, Mrs. Norbert Toussaint, and Miss Betty Overbeck. Their work takes them to schools, clinics, women's clubs, colleges, professional conferences, industrial plants, mothers' groups—anywhere where there are potential milk customers.

Miss Hoag has charge of the Main Line and West Chester territory, does research work, and creates materials. Miss Queal spends her time promoting the use of milk dispensers in industrial plants, establishing milk in cafeterias, speaking to industrial groups and nurses—in short, selling milk to industry.

#### Telling The Story

Food demonstrations, nutrition lectures, slide talks, and puppet shows are presented to mothers groups, clinics, clubs, and schools by Miss Forman in the Camden County area, Mrs. Toussaint in Wilmington and Chester and Miss Overbeck in Atlantic City and Trenton. Mrs. Tillman is in charge of nutrition work for colored schools and groups.

Part-time piano accompanists for the dramatic staff's plays are Mrs. Gertrude Bell, Miss Marion Dauphin, Mrs. Emily Kalmbach, Miss Grace Murray, and Miss Elaine Banks. Mrs. Adelaide Durrant gives puppet shows and plays in colored schools.

You will see the office force of the department—Miss May Bates, in charge of scheduling, and Miss

(Please turn to page 13)



## Country Life Conferees Analyze Rural Problems

THE SIXTH annual Pennsylvania Country Life Conference, held at the Indiana State Teachers' College, Indiana, Pa., August 4-6, was attended by about 150 persons. The theme of this year's conference was "Changing Aspects of Rural Life."

Attendance was made up of officers, employees and members of rural organizations, ranging from local clubs to large cooperative organizations. Prominent were people active in church and school work, parent-teacher associations, the Granges and several of the state's larger cooperatives.

A splendid exhibit including charts, books, pamphlets, paintings and special displays attracted considerable attention. The exhibits emphasized subjects ranging from art, drama and nature study through program planning, recreation and economic subjects, including land classification, prices, marketing and farm management.

### Kolb Headlines Program

The featured speaker on the program was Dr. J. H. Kolb, head of the Rural Sociology Department of the University of Wisconsin, who gave the principal talk at each evening's session.

He stressed the need for social planning in our rural areas and cited the results of a survey in one Wisconsin county which, he asserted, was generally typical of any section of the country. That survey revealed that there were twice as many men in the county wishing to take up farming as their life work as there were available farms.

"We are facing a vital problem in seeing that the right young men continue as farmers," said Dr. Kolb, adding that "this selection must be made by the young men themselves. We can only help them decide and can not tell them whether to stay on the farm or not."

### Some Not "Natural" Farmers

At the same time, he said, approximately one-fourth of the farms in that county were operated by men who were not temperamentally suited to farming, did not want to farm and would have been happier in some other line of work, but were on their farms as a result of circumstances. Moving such farmers to other and better farms would not answer the problem, Dr. Kolb declared, suggesting that some means should be found to place these people in occupations suitable to them and releasing the farm land now

occupied by them to others who would have a better chance of making a success of farming.

Among others who took prominent parts in the program included P. F. Ayer, Community Organization Specialist at the University of New Hampshire, and also Dr. Wm. V. Dennis, Dr. M. E. John, Dr. Howard Cottam and Dr. Kenneth Hood of Pennsylvania State College.

Officers of the Country Life Conference elected for the ensuing year were President, Rev. Harold Loughhead, Lewisburg; Vice-President, M. C. Stewart, Indiana; Secretary, Lois Clark, Harrisburg; and, Treasurer, Roy Brubaker, Lancaster.



The Gardners are strengthening their first line of defense against cow hunger. Picture sent by Erskine Gardner, Peach Bottom, Pa.

## Develop Annual Meeting Plans

THE DATES are November 24-25 and the place is the Benjamin Franklin Hotel in Philadelphia. The event, of course, is the sixth annual delegate meeting of the Inter-State Milk Producers' Cooperative.

The Annual Meeting Committee, under the chairmanship of A. R. Marvel, Inter-State's vice president, is busy making arrangements for the delegates and other members who will attend. The business sessions, of course, will be taken up strictly with the business of the Cooperative, but for relaxation an excellent banquet is being planned, the details of which will be announced when definitely determined.

The business of the meeting will, under the by-laws, be carried on by the official delegates elected by the respective Locals. Being a democratic institution, however, Inter-State prides itself in opening the discussion to all members and, with that in mind, the membership as a whole is urged and invited to attend and to take part in the meetings and discussions.

With every phase of our national life pointing to the need for organized effort, the necessity of milk producers being organized is being driven home most vividly as the national defense situation becomes more acute. For this reason, it is anticipated that the 1941 meeting will be of tremendous importance to every Inter-State member.

Plans for the women's session of the annual meeting, which will be held the morning of November 24, are being developed. Every effort will be made to continue the high standards set for this session at the 1940 meeting and the committee

is also searching for added features which, it is hoped, will attract an even larger number of Inter-State women to this event.

Preceding the annual meeting, each Local of the Cooperative holds its own annual meeting in its own community. At this meeting the details of the past year's work are discussed; the Local elects officers and its delegate to the annual meeting; and local conditions concerning the Cooperative and the milk market in general are discussed.

The Local meetings are followed by District meetings, which may be attended by the delegates elected by the Locals within the district or by larger groups of other leaders and members. The annual District meeting held at this time elects District officers from among the delegates of the District and every third year elects a director to Inter-State's Board of Directors.

Districts which will hold elections this fall and the name of the Director now representing each District are as follows:

1. Alvin K. Rothenberger
4. J. M. Wheatley
7. H. K. Martin
9. J. Leslie Ford
12. Fred A. Walls
15. Howard W. Wickersham
25. B. H. Welty

Mrs. Henpeck: "Statistics show that six out of every ten college men get married within two years after graduation."

Mr. Henpeck: "And the other four live happily ever after."

Of all the things you wear, your expression is the most important.

## "Need Farm Unity" Theme of Inter-State Picnic

ATTENDANCE at the joint picnic of Inter-State Districts 25 and 26, held at Cowan's Gap State Park on August 7, exceeded 1,000. Chairmanship of the meeting was divided between D. E. Witherspoon, director from District 26, and Walter V. Spessard, secretary-treasurer of the Waynesboro Local.

B. B. Derrick, manager of the Maryland and Virginia Milk Producers' Association, headlined the speaking program with a talk on "The Cooperative and Its Relation to Defense." He insisted that one of the principal jobs of cooperatives in these times is to protect its members from propaganda and to provide them with facts. This is an "all-out" job for all dairymen and there is no time nor room for hitch hikers in the cooperative program.

### Need 100 Percent Cooperation

"For the security, protection and defense of the dairy industry during the defense program, and especially following it, dairymen must present as nearly a 100 percent united program as is humanly possible," said Mr. Derrick. He pointed out that producers go along beautifully cooperating on such matters as harvesting, threshing, on local tax problems and in helping out in case of sickness in the neighborhood, but many of them are not ready to cooperate when it comes to the selling of their milk.

One of the essentials for successful cooperative effort, Mr. Derrick told the crowd, was the development and maintenance of an adequate reserve fund as a protection against unforeseen difficulties and as a safeguard against the development of unsound marketing situations.

### Hauptfuhrer Speaks

"The Effect of The National Defense Program on Milk Consumption" was discussed by George J. Hauptfuhrer, vice-president of the Supplee-Wills-Jones Milk Company. In his talk he pointed out the increased buying power of consumers and also emphasized that milk distributors are facing increased costs because of the defense program.

An interesting point brought out by Mr. Hauptfuhrer is the fact that fresh fluid milk was a part of the ration of soldiers during the Revolutionary War and was not again included in their regular ration until the present emergency.

O. H. Hoffman, Jr., Inter-States' general manager, brought out force-

fully and effectively some of the work that Inter-State has been doing the past few months. He stated that the "toughest legislative fight in Pennsylvania in years was the five months' effort to eliminate consignment." He described to the crowd some of the difficulties faced in that fight and how the whole situation delayed the calling of a hearing and obtaining the increase in prices which producers have just recently obtained. He told how it was pointed out to the commission and the attorney general that the present order gave insufficient returns to producers but no formal objection was made as that would have jeopardized

## Price Order Appealed

AN APPEAL from price order A-73, issued by the Pennsylvania Milk Control Commission, has been made in the courts by several Philadelphia dealers. The appeal is based on two counts.

First is their dissatisfaction with the new zoning arrangement provided for in this order, which permits buyers whose plants are located anywhere outside of Zone 1 to buy their Class I milk 18 cents lower than can the buyers whose plants are in Zone 1. This, the appealing dealers complain, is unfair, discriminatory and confiscatory.

Second is their contention in the appeal from the Commission's order that in view of the price set for consumers, the producer price does not leave dealers a sufficient operating margin in view of the greatly increased costs of distribution resulting from the new contracts made with their employees effective May 1.

The position of Inter-State with regard to the zoning arrangement set up by the Milk Control Commission was explained clearly in an article "Producers Dissatisfied With New Price Order," which appeared in the August Review. More recent developments have shown that this order is resulting in even a worse mixup than was anticipated.

The fact is that several Philadelphia dealers, pending the outcome of the appeal of the order, are paying exactly the same price which the Control Commission asks their competitors with plants outside of Zone 1 to pay, which is \$3.12 per hundred pounds of 4 percent Class I milk, delivered at their plants in Philadelphia. It will be recalled that

even the price gain authorized in the order. Instead, the Inter-State immediately asked that another hearing be held as soon as practicable.

Mr. Hoffman also emphasized the need for a solid, unified front among milk producers, stating that in the final splitting up of the consumer's dollar those groups which are united, especially labor and the distributors, will get part of the farmers' share unless we, too, are closely united.

Attendance prizes totalling 60 in number, which were donated by merchants in that area, were awarded at the picnic. In addition, games and contests were held for boys, girls and adults. Several musical selections were given by Betty Stottlemeyer and Caroline Olsen of Smithsburg, Maryland, and by Lillian Fahrney, Janet and Kenneth George, Chambersburg.

dealers whose plants are located outside of Zone 1 are required to pay only \$3.12 for all Class I milk regardless of where it may be sold.

This leaves the farmers with decidedly the short end of the stick and is especially unfortunate in view of the fact that it was the farmers who, through Inter-State, asked for the hearing, who presented practically all the testimony at the hearing and who now, in the case of those shipping to some buyers, are receiving only 14 cents more per hundredweight on their Class I milk than before the hearing was held.

This whole matter needs prompt, effective and fearless attention on the part of the Milk Control Commission. It is the first time to our knowledge that an order in this area has ever been appealed and some way, some how, it must be quickly straightened out.

**BULLETIN:** We have just been informed that the Philadelphia Milk Exchange has entered into a stipulation on the part of its members that it will pay the producer prices set forth in Order A-73 of the Pennsylvania Milk Control Commission until such time as the appeal from the provisions of that order is heard and a decision handed down by the courts. It is anticipated that this will come before the court at the October term.

Mother: "Bobby, why are you so unkind to nurse? Don't you like her?"

Bobby: "No, I hate her. I'd like to pinch her cheeks like daddy does."



## Farm Leaders Map Program Demand Fair Treatment for Agriculture

**T**HE DAIRY industry must be on constant guard against encroachments from within our own country, according to sentiments expressed generally at the special emergency meeting called by the National Cooperative Milk Producers Federation at Chicago, August 18-19. That meeting, attended by about 150 farm leaders representing more than 30 states, took vigorous action on several domestic problems of national import to the dairy industry and the welfare of the millions of farm families which are dependent largely on dairying for their livelihood.

### Oppose Unfair Price Fixing

The meeting approved a resolution objecting to rigid price fixing but stated that a price stabilization program which considers fluctuations in basic conditions would be endorsed, provided it carried out the program in such a manner that agriculture would be given protection equal to that afforded all other groups, including industry and labor. Any agricultural prices that might be established should be such as to maintain for our farm people standards of living in line with 1941 conditions. Definite opposition to the Glass (S. 1810) and Steagall (H.R. 5479) bills was registered, both of which would freeze agricultural and many other prices while giving no protection against rising costs of production.

The meeting also went on record as opposing the Doughton Bill (H.R. 5032), which would permit suspension of tariffs on any items which might be termed as "defense needs," and also to remove any import restrictions on such products. It was pointed out that such action would jeopardize many branches of agriculture which are producing for the domestic market and would also endanger agriculture itself should such actions open the way to the introduction of animal or plant diseases or pests now kept out through strict quarantines.

### Maintain Foreign Quarantine

Opposition to the proposed "sanitary convention" with Argentina was expressed as being detrimental to agriculture, as it would break down the present strict quarantine, which has so successfully kept rinderpest and foot-and-mouth disease out of this country.

Approval of the Andreson Bill

(H.R. 5531), was expressed, this bill providing for the establishment of a permanent system of sanitary inspection over importations of animals and their products from foreign countries and, it was pointed out, would keep control of these sanitary programs in our own country, rather than delegating it to foreign countries interested in selling their products in our markets.

Recent actions of certain governmental agencies, especially with regard to oleomargarine, were condemned severely. The standards for oleo which were set up by the Federal Security Administration were interpreted as endorsing the addition of preservatives and artificial flavoring to oleo to make it more nearly resemble butter, rather than to compel this product to rely on its own merits, which was set forth as an example of the true regulatory function of government.

### Stricter Oleo Legislation

The meeting urged that legislation be enacted which will prevent oleo from being "produced and marketed in imitation of or semblance of butter," and to prohibit transportation in interstate or foreign commerce of any oleo "containing any ingredient causing it to taste or look like butter, or containing any milk or milk product." The strengthening of Federal statutes on truthful advertising in this regard was urged.

Further study of the problem of diverting milk into evaporated milk, cheese and dried milk plants was urged, in order to work as little hardship as possible upon plants



Betty Ann Voorhees, of Pennington, N. J., is showing the dairy herd to her city friend, Bobby. Picture sent by Mrs. Abram Voorhees.

equipped to manufacture other dairy products, and especially so as to avoid serious losses such as the closing down of such plants. In this connection, the avoidance of milk scarcity problems in urban milk sheds was pointed out as essential.

The meeting restated the aims set forth at a similar meeting in May at which it was asked that agriculture be given equal representation with industry and labor on all Federal agencies having to do with national defense, and that a Federal policy be adopted which will restore economic equality as between agriculture, industry and labor.

### State-Federal Hearing

(Continued from page 2)

It is to be remembered that the Federal order will be concerned only with minimum prices paid by dealers to producers or others and factors affecting returns to producers. The order which the Pennsylvania Milk Control Commission will likely issue at the same time to run concurrently with the Federal Order will, under the law, also establish minimum prices for sales by dealers to consumers, stores and other buyers.

Inter-State feels that the issuance of a Federal order for the Philadelphia market will be of great benefit to producers in Pennsylvania as well as to those in other states who are shipping milk to the Philadelphia market. There is every reason to believe that only it will correct these conditions which, if allowed to continue unrestrained, will lead to the eventual break-down of the market, with the resulting bad effects hitting producers over the entire milk shed.

Sailor: "Every time they fire one of these guns \$1,000 goes up in smoke."

Ship's Visitor: "Why don't they use smokeless powder?"

FOR SALE—A violin, by a young man in good condition, except for a loose peg in the head.

Daughter: "But, dad, don't you believe that two can live as cheaply as one?"

Dad: "Why, sure, here are your mother and I living a lot cheaper than you are."

## We Work For You ! !

(Continued from page 9)

Eleanor Drummel, her assistant—answering telephone requests, filing school contacts, arranging programs, and scheduling transportation for the Council's loan projects.

The rest of the staff may be doing any number of things. Miss Hannah Warrington, financial secretary, will probably be busy with tax reports or monthly bills; Miss Genevieve Fowler, secretary to Mr. Cohee, may be mimeographing monthly or quarterly reports; Miss Helen Camp, in charge of publicity, may be consulting the printer about a folder on homogenized milk; and, in the literature room where teachers can see and select their own supplies of posters and materials, Mrs. Louise Hofmaier may be explaining a new project.

But you can't leave without visiting the stock room. Here Horace Way wraps and mails the thousands of pieces of literature that are constantly being sent out. Here, too, the sound and silent movie films, shown by Mr. Way and Mr. Holmes or loaned to schools, are stored; puppet theatres are built and repaired; costumes and properties are loaded for transportation.

If you have time, we can take you to the home of Mrs. Pete Dutko, part time worker who takes care of the costumes, and show you the boxes of play costumes that have to be laundered and repaired after each performance.

### Dairy Cows At Zoo

Then you will have to see the Dairy Dell lunch room in Franklin Institute where dairy products are available to the thousands of visitors and the Dairy Barn exhibit at the Philadelphia Zoo where many city children get their first glimpse of a cow. By that time, you will have a pretty good idea of just what the Dairy Council is doing.

Does this program accomplish its purpose, you may ask after you have seen how it functions. And we'll tell you, yes, that we feel it does. Otherwise would the Philadelphia schools keep asking for Dairy Council programs, would more and more requests come in from clubs and professional groups, would doctors and scientists ask for Dairy Council aid with their research?

When school children are taught health and the importance of milk from kindergarten to college, they are going to carry that lesson with them when they become citizens and parents. Thus we feel that a program presented even 20 years ago is still carrying on the Dairy Council message.

We're meeting the school system on its own grounds with an educa-

tional program; we're promoting general good will for the milk industry; and, most of all, we're doing what you want us to do—we're selling your milk.

### N C M P F Selects Chicago For Meeting in November

The National Cooperative Milk Producers' Federation holds its twenty-fifth annual convention at Chicago, November 10-12. The program at the Federation's convention will center around adjustments by dairy farmers to meet the national defense program.

"In its twenty-five years of history the Federation's Work has covered dairy problems brought about by two world wars," said Secretary Charles W. Holman in announcing plans for the meeting. He stated that this year's convention is expected to be one of the most widely attended and representative in character in the Federation's history.

The Federation now has 59 affiliated members, with membership in 41 states of the Union.

### Rules For Quality Milk

"It is neither difficult nor expensive to produce the safe and palatable milk the consuming public demands," says E. J. Perry, extension dairyman at the New Jersey College of Agriculture.

He names as the first requisite for success the production of clean milk from healthy cows. Sanitary methods are next in importance and are actually of greater importance than strictly modern or expensive buildings.

Other requisites listed by Mr. Perry include clean and healthy milkers; clean and sanitary stables and yards, with plenty of fresh bedding; clean utensils, which have been properly washed and sterilized; and, finally, the proper care of the milk itself, including prompt and effective cooling.

Visitor: "What's up? Had a bad day?"

Financier: "Yes. I've lost more than \$5,000, and the worst of it is that \$20 of it was my own money."

Children are natural mimics. They act like their parents in spite of efforts to teach them better manners.

"The earth shook," said McIntyre, describing his experiences in a New Zealand earthquake, "cups and saucers flew all over the place."

"Great Scott!" exclaimed Miller, "that reminds me I forgot to mail my wife's letter."



Utensils are expensive... play safe with DIVERSOL! DIVERSOL is the only disinfectant that quickly kills milk-spoiling germs without causing rust... the only "quick-acting" disinfectant that can prove this claim. Simply dissolve in hot or cold water and DIVERSOL is ready for use. Approved by Health Authorities... used by leading dairy plants everywhere. Order from your hauler today.

(Clean utensils first with DUMORE!)  
THE DIVERSEY CORPORATION • Chicago, Ill.



## Cash Prizes For Winning Pictures in the REVIEW PICTURE CONTEST

### Prizes—

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

### Open to—

Members of the Inter-State Milk Producers' Cooperative and their families.

### Requirements—

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture.
4. Identification of sender.

(Unused pictures will be returned)

Sampson used the jawbone of an ass to end a war, but in modern times that weapon is used to start one.



# Production & Prices Both Higher

**D**ELIVERIES of fluid milk in July averaged 285 pounds per day per shipper, an increase of 14.5 percent over the 249 pounds of a year ago, according to Cooperative records on a large part of the Philadelphia market. A report by the USDA Agricultural Marketing Service states that the average daily deliveries by about 5,000 producers during the week ending August 16 was 301.66 pounds, which was approximately 10 percent higher than the 275.2 pounds of one year earlier.

Milk production per cow has continued to increase despite the higher feed and labor costs. The August 15 "Dairy Production Report" of the Agricultural Marketing Service reports average production per cow in Pennsylvania on August 1 as 18.49 pounds, as compared with 18.26 pounds one year earlier. Production in New Jersey was 21.2 pounds, up 1.5 pounds, and in Maryland it was 16.4, up 0.4 pounds. No data are available for Delaware. The national average of 15.68 pounds per cow on August 1 was 0.7 pounds higher than on August 1, 1940. This increase may be due to more favorable pasture conditions on that day than a year earlier, although for Pennsylvania as a whole conditions were 12 percent poorer, but conditions in New Jersey, Maryland and Delaware were better by 10, 6 and 14 percent respectively.

**Cow numbers** continue to increase, with the United States total being estimated at approximately 3 percent higher in June than one year earlier, this rate of increase also being true for Pennsylvania, Delaware and Maryland, while a 2 percent increase is reported for New Jersey.

**Feed prices**, which started upward about three months ago, are still advancing and in August averaged one to five percent higher than in July and from five to 21 percent higher than in August, 1940, based upon data from feed dealers in Inter-State territory. A tabulation of their reports will be found on page 6.

**The feed situation** is reported in the USDA "Quarterly Report on Feed Supplies," which says, "Despite more plentiful supplies of most by-product feeds, prices advanced sharply during the quarter (April, May and June) whereas the movement of prices during this period is normally downward." The index number of wholesale feed stuffs prices in April, 1941, averaged 112.9; down in May to 110.8; and

up in June to 116.9, a 10-point increase over June, 1940. The July index leaped to 132.3, or 26.2 points higher than a year earlier.

**Other production costs** have also shown increases. July farm labor rates, as reported by the USDA, were the highest since 1930. The increase in Pennsylvania averaged 19 percent for monthly help without board to 23.4 percent for monthly help with board. Day wages in Pennsylvania increased 20 to 23 percent. As of July 1 the farm labor supply was only 56 percent of demand. New Jersey farm wage rates had increased from 15 to 26 percent over a year ago and similar increases are reported for Delaware and Maryland. Reports indicate that even higher wage rates can be expected in coming months, a factor which may adversely affect farm production.

**Milk prices** have continued to show substantial increases, even with more cows and higher production per cow. The USDA report on "Fluid Milk Prices in City Markets" shows increases in August in the markets of Boston, Lawrence, Lowell and Worcester, Massachusetts; Albany, Binghamton, New York City and Utica, New York; Philadelphia and Wilkes-Barre, Pennsylvania; Quincy, Illinois; Canton, Cleveland and Dayton, Ohio; Beloit and Oshkosh, Wisconsin; Iowa City and Burlington, Iowa; Wilmington, Delaware; Baltimore, Maryland; Charleston, West Virginia; Mobile, Alabama; New Orleans, Louisiana; Colorado Springs and Denver, Colorado; Los Angeles, San Diego and Santa Barbara, California. Retail increases accompanied these price rises in the cities above mentioned.

**Evaporators** have likewise paid their producers higher prices, the July average for the country being \$1.87 per hundred pounds of 3.5 percent milk, as compared with \$1.30 in July, 1940, and \$1.75 in June, 1941. The wholesale price of evaporated milk has also increased from \$2.85 per case in July, 1940, to \$3.29 in June, 1941, and \$3.42 in July, 1941. A case contains four dozen 14 1/2-ounce cans.

**Evaporated milk production** reached 300 million pounds in July, as compared with 261 million pounds a year earlier, a 15 percent increase. Total production for the first seven months of 1941 was 1,788 million pounds, a 12 percent increase over the corresponding 1940 period. Storage supplies of this product, however, were 262 million pounds on August 1, 59 million pounds, or 19

percent, less than a year earlier.

**Exports** of evaporated milk totalled 91 million pounds in the first half of 1941, as compared with 20 million pounds the same months of 1940. Exports of condensed milk for the corresponding periods were 36 million pounds this year and 3 million pounds last year.

**Cheese exports** increased from 267,000 pounds in the first six months of 1940 to 20 million pounds in the first half of 1941. Dry skim-milk exports were nine times greater increasing from 1 million to 9 million pounds. Dry whole milk exports doubled and butter exports were small, showing a slight decrease.

**Import figures** show that this country brought in 11 million pounds of cheese in the first six months of 1941, half as much as a year ago. Casein importations, however, were 23.6 million pounds in the 6-month period, about double the corresponding 1940 figure. Slightly over a million pounds of butter were imported in the six months, about a 70 percent increase over a year ago.

**Butter production** in July was 198 million pounds, a 6.4 percent increase over July, 1940. American cheese production totaled 75 million pounds in July, a 12 percent increase over a year ago.

**Butter prices** averaged 35.52 cents per pound in August this year, an increase of 7.91 cents over the August, 1940, average price and also an increase of 0.67 cents over the July, 1941, price. The quotation on August 1 was 34.75 cents and, with a few fluctuations, gradually increased to 36.50 cents at the end of the month.

Indications are that government support of the butter market has been withdrawn, at least partially, in an effort to encourage the switching of as much milk as possible from butter plants to cheese and evaporated milk plants, in order to fill the government's requirements for those products.

**Dry skimmilk production** totalled 34 million pounds in July, as compared with 44 million pounds in June and 35 million pounds in July a year ago. The output of dry whole milk was 3.3 million pounds in July, as compared with 3.5 million pounds in both June this year and July last year. Storage supplies of dry skimmilk on August 1 were 34 million pounds, as compared with 43 million pounds a year earlier. The dry whole milk storage supply of 6 million pounds is a million less than last year.

The price of dry skimmilk aver-

aged 8.07 cents per pound in July, as compared with 7.25 cents in June and 6.16 cents in July, 1940.

**Cream prices** in the Philadelphia market during August have been fairly stable at from \$18.50 to \$19.50 for a 40-quart can of 40 percent cream. These prices are equivalent to approximately \$2.30 per hundred pounds of 4 percent milk, with no allowance for the value of skimmilk nor charge for the cost of processing. This is 23 cents per hundred higher than the Class II price of 4 percent milk in Philadelphia in August. The supply of cream in the Philadelphia market appears to have been adequate and fairly steady during the month.

**Fluid milk sales** to consumers increased 5.93 percent in July over July a year ago, according to a report from the Milk Industry Foundation, covering 152 markets in the country. During the same period milk company payrolls increased 5.78 percent and employment increased 1.54 percent.

Bill: "Hey, boss, Dr. Smith is outside with a blow-out."

Boss: "Fine! Diagnose it as a flatulency of the perimeter, let him fix it himself, and send him a bill for \$5 for professional services."

AUGUST, 1941, BUTTER PRICES			
Date	92 Score, Solid Pack	New York	Chicago
1	35 1/4	34 3/4	34
2	35 3/4	35 1/4	34 1/4
3	36 1/4	35 3/4	34 3/4
4	36 1/4	35 3/4	35
5	36 1/4	35 3/4	35
6	36 1/4	35 3/4	35
7	36 1/4	35 3/4	35
8	35 1/2	35	34 1/2
9	36 1/4	35 1/2	35
10	36 1/4	35 1/2	35
11	36 1/4	35 1/2	35
12	36 1/4	35 1/2	35
13	35 1/2	35	34 3/4
14	35 1/2	35	34 3/4
15	35 1/2	35	34 3/4
16	35 1/2	35	34 3/4
17	35 1/2	35	34 3/4
18	35 1/2	35	34 3/4
19	35 1/2	35 1/4	35
20	35 1/2	35 1/4	35
21	36 1/4	35 1/4	35
22	36 1/2	35 3/4	35
23	36 1/4	35 3/4	35
24	36 1/4	36 1/4	35 3/4
25	36 1/4	36 1/4	35 3/4
26	36 3/4	36 1/4	36
27	36 3/4	36 1/4	36
28	36 3/4	36 1/4	36
29	37	36 1/2	36
30	36	36	36
Average	36.04	35.52	34.96
July '41	35.40	34.85	34.34
Aug. '40	28.05	27.61	27.00

## Farmers' Cars are Oldest

A recent study of the age of passenger automobiles owned by various occupational groups reveals that about 58 percent of autos owned by farmers are more than 5 years old, and 29 percent are 9 years old or over. Of all the groups studied, physicians, generally, have the newest cars, with about 64 percent being less than 2 years old, while 53 percent of cars owned by lawyers were less than 2 years old and 54 percent of the cars owned by commercial travellers also fell into that class.

The same study showed that the average annual mileage per car

owned by farmers was 5,750, the lowest of all groups classified, but that the "necessity mileage" of farmers' automobiles was 66.8 percent, which was exceeded only by commercial travellers and insurance and real estate salesmen.

## The Milk Hauler

*We are indebted to the Milwaukee Milk Producer, published by the Milwaukee Cooperative Milk Producers, for the following brief article, which describes so well the importance and responsibilities of the milk hauler. He is one link in the chain between the cow and the consumer and how well he does his job has a definite effect upon the quality of the final product.*

—EDITOR.

A good milk hauler will see to it that the milk is kept clean while in transit by first keeping his truck in clean, sanitary condition, free from dust and dirt.

His truck will never be used for any other hauling which would transmit odors to the truck. He will check all cans to see that covers are placed on tightly, and will be careful to place them in an upright position (with covers still on tight) when he moves them from the truck to the platform at the plant.

Furthermore, when cans are returned, the good hauler examines them for cleanliness and refuses to accept them unless they are in good condition. If he finds any defects in the cans, he talks them over with the plant foreman and the farmer. In this way he performs a real service for the farmer as well as for the plant manager, saving time and protecting the quality of the milk.

The hauler who wastes time along the road is likely to deliver poor milk. If the farmer has used careful production methods and has kept the milk cool, he can be quite sure that the milk is in good condition when it leaves the farm. From then on it is the hauler's responsibility to continue the good work and to see that everything is done to preserve its quality until it reaches the plant. Prompt delivery of the milk and prompt return of the clean, dry empty cans is all that is necessary, and this should not be difficult for the hauler who is interested in the welfare of his patrons. The milk hauler is an important factor in quality milk production, and farmers who try to produce good milk are entitled to his hearty co-operation.

Smith: "I shall be everlastingly indebted to you, old man, if you'll lend me five dollars."

Tomkin: "Yes, I know. That's the trouble!"

## Meeting Calendar

September 6—Cecil County Horse and Cattle Show and Fair—Wm. duPont Farm, Fair Hill, Md.  
September 7-14—Reading Fair—Reading, Pa.  
September 9-13—Doylestown Fair—Doylestown, Pa.  
September 10-12—Black Barren Springs Fair—Peach Bottom, Pa.  
September 10-13—Waterford Community Show—Waterford, Pa.  
September 11-13—Millersburg Farmers Fair—Millersburg, Pa.  
September 16—South Jersey Inter-State Milk Market Committee—Woodbury, N.J.  
September 16-20—Allentown Fair—Allentown, Pa.  
September 17-19—West Lampeter Community Fair—Lampeter, Pa.  
September 17-20—Mifflin Agr. Fair—Newville, Pa.  
September 18-20—Lititz Community Fair—Lititz, Pa.  
September 21-27—New Jersey State Fair—Trenton, N.J.  
September 22-27—Bloomsburg Fair—Bloomsburg, Pa.  
September 23—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.  
September 25—Wilmington Inter-State Milk Market Annual Meeting—(Place to be announced.)  
September 25-27—Manheim Farm Show—Manheim, Pa.  
September 25-27—Manor Farm Show—Millersville, Pa.  
September 30—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N.J.  
September 30-Oct. 4—York Inter-State Fair—York, Pa.  
October 2-4—New Holland Farm Show—New Holland, Pa.  
October 8-10—Hollidaysburg Community Show—Hollidaysburg, Pa.  
November 10-12—Annual Meeting, National Cooperative Milk Producers Federation—Chicago, Ill.  
November 24-25—Annual Meeting, Inter-State Milk Producers' Cooperative—Philadelphia, Pa.

## Calves Do Better With "Nipple Pail" Feeding

The use of a nipple pail for calf feeding is recommended by Dr. George E. Taylor, extension dairyman at the New Jersey College of Agriculture. He describes the nipple pail as "an excellent imitation of nature's method of feeding."

Young calves are said to become accustomed to this feeding method very quickly and digestive disturbances and calf scours are greatly reduced. About seven to eight minutes are required for a calf to nurse ten pounds of milk from the nipple pail, while the same calf might consume the same amount of milk out of an open pail in less than 30 seconds. The difference in feeding time is largely responsible for the improved results, says Dr. Taylor.

At every meal where any number of people are gathered together for a feed, there is always somebody foolish enough to think he can eat his piece of chicken with the aid of a knife and fork.



### Price Hearings Called In Four Penna. Markets

We have learned just before going to press that, in response to Inter-State's requests, the Pennsylvania Milk Control Commission has called hearings to be held at the Huntingdon Court House for Zone 2 of Area 10, on September 5; at the Y. M. C. A. in Lancaster for Area 14 on September 10; in West Chester, possibly at the Court House, for the lower end of Area 6, on September 11; and in Allentown, possibly at the Court House, on September 12, for the rest of Area 6. The hour of each hearing will be 10 a. m. daylight saving time.

Although official notices of the hearing calls have not been received, it is believed that they will consider boundaries of the respective areas and the prices to be paid producers and to be paid by consumers within each of these areas.

Inter-State plans to be represented at the first three of the hearings named.

### Liberal Feeding Makes More Milk

Better and more liberal feeding of cows can raise the level of their production substantially, according to A. A. Borland, head of the Dairy Husbandry Department at the Pennsylvania State College. He cited the results of experiments at the College, which showed that feeding up to the limit of a cow's capacity is practical if properly done and if the price of feed is cheap in relation to the price of milk.

He stated that in these experiments, instead of the usual 1 pound of grain for each 3 pounds of milk, this was increased to 1 pound of grain to each 1.75 pounds of milk. The 22 Holstein and Brown Swiss cows used in this experiment averaged 47 pounds of milk, testing 3.7 percent butterfat, during the entire lactation period, which averaged 297 days.

Poet: "And does this glorious setting sun mean nothing to you?"  
Farmer (mopping his brow): "It sure does; it means I can unhitch the horses pretty soon and go home."

Hitler was interviewing his troops and stopped to talk to one private. "How are things with you?" he asked.

"Oh, I can't complain, sir," answered the soldier.

"I'll say you can't," agreed the Fuehrer.

## 5<sup>th</sup> WORLD'S RECORD

MADE ON

## BEACON TEST COW RATION



Bournedale Princess Coronet

Here is the new world's 4-year-old record for butterfat in the Guernsey Class CC made by Bournedale Princess Coronet—1,019.3 pounds of butterfat, 18,859.8 pounds of milk in 365 days. This is her third consecutive record made on Beacon Test Cow Ration. Her complete records are as follows:

Class	Pounds of Milk	Pounds of Butterfat
GG (2-year old)	11,236.9	582.0
EE (3-year old)	15,073.1	764.0
CC (4-year old)	18,859.8	1,019.3

Bournedale Princess Coronet is owned by Julia Dyckman Andrus Memorial, Inc., Bournedale Guernseys, Yonkers, N. Y., Muriel K. Hill, manager. She has been fed on Beacon Dairy Feeds since she was a calf. During the dry periods she was fed Beacon Fitting Ration. This "follow-through" of Specialized Beacon Feeds from calf to champion has been an important factor in helping to produce such consistently high production.



THE  
BEACON  
MILLING CO.,  
INC.  
Cayuga, N. Y.

## BEACON Dairy Rations

### More Profit from Your Cows

Although Beacon Test Cow Ration has helped make many records, its chief purpose is to help YOU get more milk from your cows . . . while helping you maintain the health of your herd. For here's a ration developed by Beacon Research to help build up the flesh and body reserves of your cows—a proved ration scientifically geared to meet the needs of cows during long periods of high production. Beacon Test Cow Ration is a bulky, palatable and safe feed. Contains 43/4% fat, 18% protein, 9% fibre. Let your local Beacon Dealer supply you today.

### NEW BEACON CALF STARTER!

Gives Faster Growth  
Saves Milk  
Is Safe—Easy to Feed  
Lowers Feed Costs

Tested and proved on our Dairy Research Farm, this new feed helps you raise bigger, healthier calves at less cost than by any ordinary feeding method.

Write for Free Bulletin entitled "Grow Better Calves."

When you buy products advertised on these pages tell the merchant that you saw the advertisement in the Milk Producers' Review

# Milk Produc

INTER-STATE

Library.  
Agr. Econ. & Fm. Met. Dept.,  
Warren Hall, College of Agr.,  
Ithaca, N. Y.

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXII

Philadelphia, Pennsylvania, October, 1941

No. 6



## Down The Lane



## Joint Federal-State Hearing Urged Before Commission by Inter-State

**T**HE brief presented by Inter-State at the hearing held by the Pennsylvania Milk Control Commission on September 22, to determine whether the Commission should join with the Dairy Division of the United States Department of Agriculture in the holding of a hearing, was presented by Inter-State's Counsel, A. Evans Kephart.

This brief outlines in considerable detail the background which made it necessary for Inter-State to take the action it has in requesting the Federal hearing, regardless of whether or not the State should decide to participate in that hearing.

We urge all Inter-State members to read carefully this brief, which is carried in full herewith.

### The Brief in Full

"The Commission will recall that prior to the issuance of Order A-73, the present order applicable to this area, a disparity existed between the prices paid for the same classes of milk purchased from producers living within and without the Commonwealth of Pennsylvania and that this disparity widened as the value of butter and manufacturing products advanced during the present defense period. It is this disparity, and Inter-State's inability, otherwise, more than partially to correct it, which has forced Inter-State to request the Commission and the Federal Government to hold a hearing and put a joint order or concurrent orders in this market. The purpose of the request, obviously, was to bring about a uniformity of producer prices for both interstate and intra-state milk used in the same classes and to secure a rise in prices for producers in the entire shed supplying the Philadelphia market which would give them that reasonable return for their milk to which they are entitled.

### "Out of State" Situation

"The Commission is familiar, both through previous studies made and through reports of dealers and audits made by the Commission's auditors, with the extent to which this disparity exists. The Commission also is familiar with the fact that certain of the Philadelphia buyers, through the purchase of either part, or all, of their supply from without the jurisdiction of the Commission, are thus enabled to purchase milk at prices lower than the prices established under the

Commission's current orders and that these buyers thereby not only return producers less for that milk, but in addition secure an advantage over their competitors who purchase milk at prices established by the Commission.

### Uniform Prices Essential

"From the point of view of Pennsylvania producers this practice offers a constant inducement to buyers of Pennsylvania milk either to increase the percentage of their purchases outside of Pennsylvania or to cease entirely the purchase of milk from Pennsylvania producers. Inasmuch as the stability of the

"On August 11, 1941, Inter-State reported to the Commission its inability to secure uniformity of prices with regard to out-of-state milk, either through negotiation or mediation, and requested a conference between the Commission, the Dairy Division of the United States Department of Agriculture and officials of Inter-State, in order that the resolution of the Board of Directors, which I have referred to, might be promptly carried out.

"The Commission will recall on August 15, 1941, such a conference took place in Washington and there it was understood that the Dairy Division and the Commission shortly would confer and advise Inter-State as to further procedure.

### Petitions Are Sent

"On August 21, 1941, at the regular meeting of the Board of Directors, following another discussion of the matter, a further resolution was unanimously passed directing the Cooperative, through its proper officers, immediately to file a written request with the Commission and the Dairy Division of the United States Department of Agriculture for a joint State-Federal hearing and marketing agreement or order covering prices to be paid producers for milk sold in the Philadelphia milk marketing area.

"On the same day petitions were forwarded to the Commission and to the Dairy Division as directed by the Board.

"For the next three weeks the officers, attorney and management of the Cooperative, at various times, were in contact with the parties involved in an attempt to have them carry out the request of the Cooperative. Not hearing anything definite from the Commission by September 13, a special meeting of the Executive Committee was called to determine whether the Cooperative should ask the Secretary of Agriculture to place an order in this market, in the event that the Commission found itself unable promptly to join with the Secretary of Agriculture in holding such a hearing. Such meeting was held on Thursday, September 18, and the Executive Committee unanimously resolved that the position previously taken, requesting the Secretary of Agriculture of the Federal Government to place an order in this market, be affirmed and that the Secre-

(Please turn to page 19)

## USE THE TELEPHONE

The day before **YOUR** Local meeting and get out your neighbors.

**A Good Crowd Assures A GOOD MEETING**

market depends largely on the strict maintenance of uniform prices for all buyers of milk, the continuance and increase of this practice obviously threatens the stability of the market as a whole.

### Directors Take Action

"In view of the foregoing situation and the inability of Inter-State by negotiation to correct it, the Board of Directors of the Cooperative, on August 1, 1941, met in special meeting and unanimously passed a resolution directing the management to attempt to get buyers of milk from Inter-State to agree to have a legally appointed mediator arbitrate the prices of milk shipped from outside Pennsylvania into the Philadelphia area.

"At the same time the Board of Directors unanimously passed a resolution that, if it was impossible to secure such agreement, then the management should request the Secretary of Agriculture of the United States to place a Federal Milk Order in this market.

"Immediately thereafter the management got in touch with its buyers but was unable to get any agreement from them with regard to such mediation.

## Federal-State Hearing Soon Uniform and Higher Prices Are Aims

**I**NTER-STATE has petitioned the Dairy Division of the United States Department of Agriculture for a hearing and a marketing agreement or order for the Philadelphia milk marketing area. Assurance has also been given by the Pennsylvania Milk Control Commission that the Commission will join with the Dairy Division in the holding of the hearing.

The date and place of the hearing have not yet been set, but Inter-State delegates and Local officers will be sent this information by letter as soon as it is determined.

The proposal, as submitted by Inter-State, will be the basis of the hearing when held and the order covering the market will take into consideration the evidence presented at the hearing, as well as the original proposal. Following the preparation of a final order by the Dairy Division the order will be submitted to producers for their vote. Approval must be given by three-fourths of the producers voting, and if also approved by the handlers who handle more than one-half of the milk in the market it will become a marketing agreement. If not approved by this majority of dealers it will become a marketing order upon signature by the Secretary of Agriculture and the President.

A summary of the proposal appears on page 9 and the complete proposal will be found on pages 9 to 12, inclusive, of this issue.

### Three Reasons

Three major considerations led Inter-State to request this hearing. First is the need for uniform prices over the entire milk shed. Second is the need for higher prices. Third is the need for uniform enforcement both within and without Pennsylvania.

The need for uniform prices and uniform enforcement, both within and without Pennsylvania, is present at all times if the market is to remain orderly and is a requirement which it is impossible for the Pennsylvania Milk Control Commission to meet when out-of-state milk is involved. The need for higher prices is obvious and is a direct result of our present business conditions.

The need for control of out-of-state milk was impressed upon Inter-State when efforts were made to obtain a uniform price among those buyers who are approved by Inter-

State. Efforts to hold a conference of the Inter-State sales committee and the buyers failed because, it was asserted, to meet and discuss prices with producers as a group might expose those present to prosecution under the anti trust laws.

The sales committee visited each of our buyers individually and requested that they pay the same prices out-of-state as in Pennsylvania. Each buyer insisted he could not do so and each offered another proposal, every one of which was different in some details.

### Correct Competitive Situation

Several of our buyers expressed themselves to the effect that some of their competitors were buying milk at prices which even then put these buyers at a serious disadvantage competitively, and that to pay the prices fixed in the Pennsylvania milk marketing orders would place these buyers at a serious competitive disadvantage with those other dealers who are under no regulation in regard to producer prices.

When the buyers determined that it was impossible to discuss this matter of uniform prices in a conference, Inter-State suggested mediation as provided under the Marketing Agreement Act of 1937. This suggestion was also declined.

The next move was to ask for joint Federal-State control. This was necessary in order to bring all milk in the market under uniform regulations as to prices and thus clear up the competitive situation created by those buyers who are

buying under no regulations and about which our approved buyers have so vigorously complained. This was done on August 21.

The Pennsylvania Milk Control Commission was at that time uncertain as to whether it could or should enter into such a joint program. Knowing that the bringing in of any new program requires time and work, Inter-State, mindful of the results of any undue delay, then proceeded immediately to request a Federal hearing, either with the State or independently. The situation is such that every move must count toward as early a hearing, and as early a price adjustment thereafter, as is possible.

The Pennsylvania Commission held a hearing on September 22 to consider the advisability of the state joining with the Federal government in this hearing. This was the only subject named in the call of the hearing and every witness who testified insisted that if a Federal hearing is held and a Federal marketing order issued the State should join in both actions.

### Move Thoroughly Studied

Inter-State has studied this whole situation from every angle. As stated before, the three paramount issues are uniformity of prices, an upward revision of prices so as to take care of farmers' increased costs of milk production, and strict uniform enforcement of producer prices throughout the milk shed.

The decision to request the addition of Federal control in this market was delayed for a long time. Since, however, there is some control in the market and there must continue to be under the law, the only course was to bring in uniformity of control so as to avoid discrimination among producers and buyers.

It is Inter-State's desire that this control be introduced with as few changes as possible that will accomplish the aims desired. Further changes will be suggested and asked for only as experience shows that such changes will be helpful to producers and to the general stability of the market.

Although the proposed order will apply only to producers shipping to dealers who supply the Philadelphia milk marketing area, this control should have a steadying influence in neighboring markets in which the prices are largely influenced by prices in Philadelphia.



Barbara Ann Donovan is real proud of these twin Guernsey calves owned by her grandfather, George W. Donovan of Federalburg, Md. The picture was sent by Ruth E. Donovan.



## INTER-STATE MILK PRODUCERS REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phones, Walnut 3040-3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

### Inter-State Milk Producers' Cooperative

Incorporated  
401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

F. P. Willits, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Assistant Treasurer  
O. H. Hoffman, Jr., General Manager  
A. Evans Kephart, Counsel  
F. P. Willits, Jr., Statistician

#### District

##### Directors, 1940-41

1. Alvin K. Rothenberger, Worcester, Pa.
2. Frederick Shangle, Trenton, N.J., R. 2
3. J. M. Wheatley, Federalburg, Md.
4. J. W. Keith, Centerville, Md.
5. Fred W. Bleiler, New Tripoli, Pa., R. 1
6. H. K. Martin, Goodville, Pa.
7. Furman H. Cyger, Kimberton, Pa.
8. J. Leslie Ford, Newark, Del.
9. \*Ralph E. Bower, Chesapeake City, Md.
10. E. M. Crowl, Oxford, Pa.
11. Fred A. Walls, Harbeson, Del.
12. H. B. Stewart, Huntingdon, Pa., R. 4
13. \*Howard W. Wickersham, Kelton, Pa.
14. M. L. Stitt, Port Royal, Pa.
15. Jos. S. Briggs, Yardley, Pa.
16. John Carvel Sutton, Kennedyville, Md.
17. \*Kenzie S. Bagshaw, Hollidaysburg, Pa.
18. Coy E. Meakle, Everett, Pa., R. 3
19. A. R. Marvel, Easton, Md.
20. \*Charles R. Hires, Jr., Salem, N.J.
21. \*B. H. Welty, Waynesboro, Pa., R. 4
22. D. E. Witherspoon, Chambersburg, Pa.
23. Honorary Life Member—F. P. Willits, Ward, Pa.

\*Member of Executive Committee

#### FIELD DEPARTMENT

1. Ralph Zollers, Philadelphia, Pa., Director
2. C. E. Cowan, Lancaster, Pa., Ass't Director
3. Reynolds, Denton, Md., Ass't Director
4. E. P. Bechtel, Trappe, Pa.
5. J. J. Camp, Roaring Spring, Pa.
6. E. C. Dunning, Chambersburg, Pa.
7. Floyd R. Ealy, Broomall, Pa.
8. Clayton L. Keener, Nottingham, Pa.
9. H. D. Kinsey, Quakertown, Pa.
10. J. T. Plummer, Lewisburg, Pa.
11. Louis F. Tomey, Centerville, Md.
12. D. W. Winter, Glenside, Pa.

#### SECONDARY MARKET MANAGERS

1. Altoona—Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118-M
2. Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
3. South Jersey—Floyd R. Ealy, County Extension Office, Woodbury, N. J., Box 334, Phone 800
4. Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
5. Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

## Room for One More?

Take that neighbor-  
member who didn't  
get to the last meet-  
ing of your Local

Get every member out  
and make YOUR Inter-  
State an even better  
Cooperative.

## Chief Justice Stone Writes on Regulation

Price control is a live subject these days, especially here in the Philadelphia milk market, with Inter-State having petitioned the Dairy Division of the Department of Agriculture for a Federal hearing on controlling prices paid to farmers.

Price fixing has been upheld in the courts of this country and the justification for it is expressed most aptly by Harlan Fiske Stone, who was appointed a Justice of the United States Supreme Court by President Coolidge and was recently named Chief Justice by President Roosevelt. He is quoted, in the August issue of "Reader's Digest," as having said in his essay on the "Common Law" that

*"There comes a point in the organization of a complex society where individualism must yield to traffic rules and where the right to do as one wills with one's own must bow to zoning ordinances or even to price-fixing regulations. Just where the line is to be drawn between individual liberty and government action for the larger good is the perpetual question of constitutional law. It is necessarily a question of degree which may vary with the time and with the place."*

## Stipulation By Dealers Does Not Cover Prices

On page 11 of the September Review we discussed briefly the appeal taken by several Philadelphia dealers against price order A-73, applying to the Philadelphia area. It was stated in that article that the appeal centered largely around the zoning of the area and we described the confusion which resulted from that arrangement.

At the end of the article we carried a brief item to the effect that a stipulation had been entered into and that the appealing dealers would pay the prices set forth in the order. We had every reason to believe that the source of our information was correct. Unfortunately, it was not. A stipulation was entered into but, as far as we can determine, nothing in it referred to prices to be paid.

As a result, producers supplying several Philadelphia dealers who sell all, or practically all, their milk in Zone I will continue to be paid on the basis of only \$3.12 for 4 percent, Class I milk, until such time as the Commission, the courts, or both, get this ironed out.

It is understood that some of these dealers, at least, are setting aside the difference between \$3.12 and the \$3.30 price to be paid to farmers if and when it is shown that they must do so. This, apparently, will be up to the courts to decide.

## Personal Glimpses

Kenneth Wilson, Shirleysburg, Pa., is now tester in the second Huntingdon County dairy herd improvement association, after taking a four weeks' short course at Pennsylvania State College. He is a son of **Hugh A. Wilson**, president of the Shirleysburg Local. Included among the officers of this association who are Inter-State members are its vice-president, **John B. Harnish**, Robertsdale; its secretary-treasurer, **Frank Bigelow**, Warriors Mark; and a director, **Harry T. Stewart**, Manor Hill.

A wind of tornado proportions tore through southern Chester County in late August, and after it was over **J. Norman Nivin**, Landenberg, discovered 56 feet of barn roof torn off, some corn flattened and damage also done to the barn floor, chicken house, brooder house and to fruit and shade trees. On the **J. J. Rubencame** farm at Kemblesville, the tenant house was unroofed and damage was done to the apple orchard, woodlot and standing corn. A straw shed was unroofed on the **Kenneth Weaver** farm at Landenberg and **Clarence Mackey** found it necessary to re-roof his barn and trim his damaged shade trees.

Corn shuckers will play a tattoo on the bangboards at Normandy Farms, Gwynedd, owned by **Ralph Beaver Strassberger**, when the Montgomery County corn husking contest is held there on October 7. The contest is sponsored by Montgomery County Pomona Grange.

When the Byers Local of the Inter-State Milk Producers' Association was organized about 25 years ago, **Frank S. Powell** of Downingtown was elected secretary. He has held this position continuously since, including the period since 1936, when this Local became a unit of the Inter-State Milk Producers' Cooperative. On September 11, Mr. Powell held a sale and closed out his livestock and farm equipment. The Byers Local and all of Inter-State will miss a real friend and loyal member.

First honors in all New Jersey dairy herd improvement associations in July went to **Joseph C. Pettit** with his 16-cow herd, which averaged 58.2 pounds of fat and 1363 pounds of milk.

**Mr. and Mrs. Earl L. Groff**, Strasburg, Pa., are mighty proud of **Kenneth**, who came to stay with them on August 25. Kenneth, their fifth son, weighed 11½ pounds when he arrived. He has no sisters.

The grim reaper took **Harry Hill**, Kennedyville, Md., from our midst late in September. Mr. Hill was one of the oldest members of Inter-State, had long been a leader in our group and in other organizations.



Look carefully at this picture, for in it you doubtless are seeing many of tomorrow's leaders in New Jersey agriculture. We see here **E. Herbert Johnson** presenting State Farmer Degree keys to the new class of "New Jersey State Farmers," the highest degree that the State Future Farmers Association can award its members. Left to right are **E. Herbert Johnson**, Woodstown, state F.F.A. president; **George Coombs**, Woodstown; **Jay Williams**, Woodstown; **Everett Thompson**, Swedesboro; **Claude Jarman**, Woodstown; **Harry Horowitz**, Allentown; and **Courtney Dorrell**, Woodstown. Missing are **Dale Moody**, Woodstown, and **Lewis De Eugenio**, Glassboro. **Jay Williams**, **George Coombs** and **Courtney Dorrell**, are from Inter-State families.

## Future Farmers Hold Contests at Springfield

The milk judging team sent to the Eastern States Exposition by the New Jersey Future Farmers Association took first place at that contest. The team was comprised of **Henry Stanley**, Woodstown, and **William Saunderland**, Salem. Second place in this event went to the team from Maryland, consisting of **Donald McKnight** of Dublin and **William Luhn**, Poolesville. The New Jersey boys had the highest score in every phase of this contest. **Donald McKnight** of the Maryland team was the highest scoring individual in the milk judging contest.

In the dairy cattle judging event, the Maryland team, consisting of **Edison Henderson** of Dublin and **Jack Mathews** of Sparks won second place among the 13 teams competing, while the Delaware team, composed of **Richard Swan** of Newark and **John Trembley** of the H. C. Conrad school took third honors. The New Jersey team ranked ninth in this event. The judging team from Pennsylvania placed first in the Guernsey class, the team consisting of **Deane Hutchison**, Claysville; **Lemoyne Frantz**, Pine Grove; and **Mitchell Cole**, Oxford. **Richard Swan** of the Delaware team was highest ranking individual in the judging of dairy cattle.

The poultry judging contest was won by the New Jersey team, consisting of **Leslie Osborne** of Allentown and **Franklin Mattson** of Burlington; with the Delaware team of **William Jones** and **Roland Teague**

of Seaford, second. **William Jones** was highest individual in the contest.

The regional F.F.A. delegate meeting was held during this Exposition, at which **Penn Isaacs** of Greenwood, Del., served as regional treasurer.

Individual and team contest winners are eligible to compete in the national F.F.A. judging contest, to be held at Kansas City, Missouri, late in October.

## It IS Your Job

The old saying "Let George do it" means, of course, dodging one's own responsibility and letting the other fellow, George in this case, do what he might want to about the matter. If "George" happens to be the right kind of man, all well and good.

This fall each of the 110 or so Locals of Inter-State Milk Producers' Cooperative will hold an annual meeting, elect officers and one or more delegates. It so happens that the men who attend these meetings, take part in them and vote at these elections, do a pretty good job as a rule. Even so, it is each member's responsibility to take part and avoid any possible chance of the bad results that could follow if everything is left to the other fellow.

Our Cooperative is as strong as the members in it. The members' strength is shown best in active participation at meetings, and especially when officers and delegates are to be elected.

## Fall Is Good Time to Feed the Pasture

Fall is a good time to fertilize pastures because grasses grow root systems in the fall for the coming year, states **Fred V. Grau**, agronomist at Pennsylvania State College.

Many advantages can be listed for fall fertilization. Farm work usually allows more time for application, the ground is firm, the materials applied work more deeply into the soil, and lime and phosphorus ordinarily give best results when applied to grassland during cold weather.

## Send Resolutions Early For Annual Meeting

The plan followed at the 1940 annual delegate meeting, covering the filing and presentation of resolutions, worked so successfully that it will be followed again at the 1941 meeting.

Resolutions are an important part of meetings of this kind, as they outline and define the policy of the organization. They need, therefore, careful and thoughtful study in order to avoid confusion and uncertainty.

The plan as followed last year, and that will be followed again this year, provides that only those resolutions received at the Cooperative office at least one day in advance of the opening of the annual meeting will be considered by the Resolutions Committee. Since the annual meeting opens on Monday, November 24, it will be necessary that the resolutions be in the Inter-State office by Saturday, November 22, if they are to be studied and acted upon by the Resolutions Committee. These resolutions will then be mimeographed and copies presented to each delegate for his study.

Late resolutions will be read from the floor and acted upon without the benefit of the thoughtful study possible for those that are received on time.

Resolutions sponsored by Districts or Locals must bear the signature of the president and secretary of the District or Local, and resolutions presented by individuals must carry the individual's name. Unsponsored resolutions will not be recognized.

Liza: "Dat no-count Mose tol' me las' night ah looked positively ethereal in the moonlight."

Mandy: "Whut do dat mean?"

Liza: "Ah dunno, but ah done slapped his face so's to be on de safe side."

"We are building up or tearing down, In everything we do:

Are you with the construction gang Or with the wrecking crew?"



### Prices Paid for 4.0% Milk

Weighted Averages, August, 1941

#### F. O. B. Philadelphia

Abbotts Dairies.....	2.85
Baldwin Dairies.....	2.70
Breuninger Dairies.....	2.86
Engel Dairy.....	*2.76
Gross Dairy.....	3.05
Harbisons' Dairies.....	2.88
Missimer-Wood-Narcissa.....	2.83
Scott-Powell Dairies.....	2.74
Supplee-Wills-Jones.....	2.80
Sypherd's Dairy.....	2.83

\*July 25 to August 31.

#### F. O. B. Wilmington

Blue Hen Farms.....	2.50
Clover Dairy Company.....	2.69
Delamore Dairy.....	2.65
Fraim's Dairy.....	2.72
West End Dairy.....	2.64

### South Jersey Prices

F. o. b. farm, cwt. of 3.5% milk.

	Class I	Class II	Class III
Aug.	\$2.85	\$1.65	\$1.42
Sept.	2.85	2.22	1.48

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

### Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Average price New York 92-score butter Cents Per Pound

	First Half	Last Half	Monthly
August	35.30	35.78	35.52
September	36.83	37.04	36.94

#### Class III Prices—4.0% Milk

MARKET	AUG.	SEPT.
Philadelphia	\$1.52	\$1.58
Areas 4, 6, 9, 10, *11, 14	1.47	1.53
Wilmington	1.52	1.58

\*Area 11 price Sept. 16-30—\$1.58.

The August average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, up to July 24, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

We see plenty of room for improvement in our friends and neighbors.

"It is more important to like what we have to do than to do what we like."

### Classification Percentages—August, 1941

#### PHILADELPHIA MARKETING AREA

	Class I	Class II	Class III	Bonus to "A" Producers
	Zone 1	Zone 2	III	56% of Prod.
Abbotts Dairies.....	52.54	13.46	34	0
Baldwin Dairies.....	0	61.5	35.4	3.1
Baldwin Dairies "A".....	0	61.88	35.02	3.1
Baldwin Dairies "B".....	0	75.58	23.85	.57
Breuninger Dairies.....	x	90.6	9.4	0
Duncan's Dairies.....	x	69.24	30.76	0
Engel Dairy.....	0	76	5	19
Gross Dairy.....	80	0	20	0
Harbisons' Dairies.....	67	0	30	3
Hernig, Peter, Sons.....	37.5	0	62.5	0
Hill Crest Farms.....	x	69.24	30.76	0
Martin Century Farms.....	x	81.43	15.19	0
Miller Flounders.....	x	82.97	17.03	0
Missimer-Wood-Narcissa.....	55.67	14.58	24.01	5.74
Nelson Dairies.....	x	52	37	11
Pebble Hill Farm.....	x	65.14	20.07	11.93
Scott-Powell Dairies.....	51.75	4.75	41.25	2.25
Supplee-Wills-Jones.....	46	17	34	3
Sypherd's Dairy.....	70	1.2	7.9	20.9
Turner & Wescott.....	x	55	44	1
Wawa Dairies.....	x	68	13	19

#### DELAWARE AND OTHER PENNSYLVANIA

	Class I	Class II	Class III	Bonus to "A" Producers
	I	IA	II	III
Blue Hen Dairies.....	68.6	x	10.8	30.6
Clover Dairy Co.....	70.7	x	10.93	18.37
Eachus Dairies.....	84	9	7	0
Fraim's Dairies.....	72.87	x	11.06	16.07
Hoffman's (Altoona).....	26	5	68	b
" (Bedford).....	33	16	51	0
" (Huntingdon).....	26	5	68	b
May's Dairy.....	60	1	21	18
Mt. Union S. Milk Co.....	35.8	2	62.2	0
Penn Cress Ice Cream Co.....	83.04	8.28	8.68	0
Royale Dairy.....	57	5	38	0
Stegmeier, Clayton.....	89.4	8.1	0	2.5
Chas. G. Waple Dairies.....	95	5	0	0
Williamsburg Dairy.....	95	5	0	0

#### NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess
	115	0	Balance
Abbotts Dairies.....	115	0	Balance
Castanea Dairy Company "A".....	76	Balance	70% of Exc.
Castanea Dairy Company "B".....	87	Balance	70% of Exc.
Scott-Powell Dairies.....	c100	0	Balance
Supplee-Wills-Jones.....	100	0	Balance

a Sales in area 6—2.87% Class I @ \$2.70, 0.51% Class IA @ \$2.00.

b One percent of milk was paid for in Class V @ \$1.52.

c "A" bonus paid on 58.5% of norm.

d Class I sales in area 6—2.86% @ \$2.85

x This class does not apply.

### Feed Price Summary for September, 1941

Compiled by the Inter-State Milk Producers' Cooperative, Inc.  
from data supplied by a selected list of feed dealers.

Ingredients	Sept. 1941	August 1941	Sept. 1940	% Change Sept. 1941 compared with August, '41	Sept. '40
Wheat Bran.....	40.12	36.27	29.89	+10.61	+34.23
Cottonseed Meal 41%.....	52.51	44.14	37.06	+18.96	+41.69
Gluten Feed 23%.....	35.85	33.26	28.75	+7.79	+24.70
Linseed Meal 34%.....	41.30	36.46	33.91	+13.27	+21.79
Corn Meal.....	41.68	40.16	35.97	+3.78	+15.87
Mixed Dairy Rations 16%.....	41.24	38.32	32.54	+7.62	+26.74
" 24%.....	46.83	43.23	35.64	+8.33	+31.40
" 32%.....	51.33	46.03	37.53	+11.51	+36.77
Brewer's Grains.....	37.18	33.89	29.69	+9.71	+25.23

Salesman: "Is this village lighted by electricity?"

Villager: "Sure, when there's a thunderstorm."

Our idea of an understanding wife is one who has the pork chops ready when you come home from fishing.

### Prices 4% Grade "B" Milk (Prices quoted are f. o. b. Delivery point)

August Averages and August and September Schedules (Explanatory Notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price August	Class I Price Aug. & Sept.	Class II Prices August	Class II Prices September
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	*\$3.30	\$2.07	\$2.14
Wilmington Dealers.....	Wilmington, Del.....	see page 6	3.09	2.07	2.14
Abbotts Dairies.....	Coudersport, Pa.....	2.54	*2.70	1.99	2.06
"	Curryville, Pa.....	2.49	*2.79	2.00	2.07
"	Easton, Md.....	2.56	*2.88	2.02	2.09
"	Goshen, Pa.....	2.61	*2.95	2.02	2.09
"	Kelton, Pa.....	2.62	*2.97	2.03	2.10
"	Oxford, Pa.....	2.62	*2.97	2.03	2.10
"	Port Allegany, Pa.....	2.54	*2.70	1.99	2.06
"	Spring Creek, Pa.....	2.51	*2.66	1.98	2.05
Breuninger Dairies.....	Richlandtown, Pa.....	2.58	*2.94	2.02	2.09
Centerville Producers' Co-op.....	Centerville, Md.....	2.55	3.12	2.07	2.14
Duncan's Dairy.....	Springfield, Pa.....	3.02	°2.85	1.80	1.85
Eachus Dairies.....	West Chester, Pa.....	2.72	°2.58	1.80	x1.87
Everett Milk & Ice Cream Co.....	Everett, Pa.....	2.00	*2.94	2.02	2.09
Harbisons' Dairies.....	Brandtsville, Pa.....	2.62	*2.94	2.02	2.09
"	Byers, Pa.....	2.62	*2.94	2.02	2.09
"	Carlisle, Pa.....	2.62	*2.94	@2.02	@2.09
"	Hurlock, Md.....	2.55	*2.88	2.02	2.09
"	Kimberton, Pa.....	2.62	*2.94	@2.03	@2.10
"	Massey, Md.....	2.57	*2.90	2.01	2.08
"	Millville, Pa.....	2.54	*2.82	@2.03	@2.10
"	Sudlersville, Md.....	2.57	*2.90	@2.03	@2.10
Harshbarger Dairy.....	Altoona, Pa.....	2.35	°2.96	1.80	1.87
Hernig, Peter, Sons.....	Boiling Springs, Pa.....	2.35-2.45	*2.90	2.02	2.09
Hershey Creamery Co.....	Greencastle, Pa.....	2.46	°2.85	1.80	1.85
Highland Dairy Co.....	Doe Run, Pa.....	2.80	3.12	2.07	2.14
Hill Crest Farms.....	Eddington, Pa.....	2.14	°2.96	1.80	1.87
Hoffman's.....	Altoona, Pa.....	2.10	x°2.58	1.80	x1.87
"	Bedford, Pa.....	2.06	°2.70	1.79	1.85
"	Huntingdon, Pa.....	2.95	3.12	2.07	2.14
Johnson, J. Ward.....	Woodlyn, Pa.....	2.94	3.12	2.07	2.14
Martin Century Farms.....	Lansdale, Pa.....	2.44	2.96	1.80	1.87
May's Dairy.....	Altoona, Pa.....	2.94	3.12	2.07	2.14
Miller-Flounders Dairy.....	Chester, Pa.....	2.94	°2.70	1.79	1.85
Mount Union Sanitary Milk Co.....	Mt. Union, Pa.....	2.56	3.12	2.07	2.14
Nelson Dairies.....	Jeffersonville, Pa.....	2.68	3.12	2.07	2.14
New York City Buyers.....	210-210 Mile Zone.....	2.71	3.12	2.07	2.14
Pebble Hill Farm.....	Doylestown, Pa.....	2.22	°2.96	1.80	1.87
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.51	*2.92	2.03	2.10
Scott-Powell Dairies.....	Clayton, Del.....	2.55	*2.98	2.03	2.10
"	New Holland, Pa.....	2.57	*3.03	2.03	2.10
"	Pottstown, Pa.....	2.41	*2.76	2.01	2.08
"	Snow Hill, Md.....	2.54	°2.96	1.80	1.87
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.46	*2.79	2.00	2.07
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.45	*2.87	2.01	2.08
Supplee-Wills-Jones Milk Co.....	Bedford, Pa.....	2.51	*2.81	@2.02	@2.09
"	Chambersburg, Pa.....	2.48	*2.90	@2.02	@2.09
"	Hagerstown, Md.....	2.50	*2.85	2.01	2.08
"	Harrington, Del.....	2.49	*2.99	2.03	2.10
"	Huntingdon, Pa.....	2.59	*2.87	2.01	2.08
"	Leaman Place, Pa.....	2.51	*2.87	2.01	2.08
"	Lewistown, Pa.....	2.51	*2.87	2.01	2.08
"	Mercersburg, Pa.....	2.51	*2.90	@2.03	@2.10
"	Mt. Pleasant, Del.....	2.49	*2.87	@2.02	@2.09
"	Nassau, Del.....	2.43	*2.79	@2.02	@2.09
"	Princess Anne, Md.....	2.51	*2.90	@2.03	@2.10
"	Townsend, Del.....	2.51	*2.87	2.01	2.08
"	Waynesboro, Pa.....	2.50	*2.90	@2.02	@2.09
"	Worton, Md.....	2.50	°2.85	1.80	1.87
Swavely, H. R. Dairy.....	Pottstown, Pa.....	2.55	*2.97	2.03	2.10
Sylvan Seal Milk Co. (Del).....	F. O. B. Farm.....	2.54	3.12	2.07	2.14
Turner & Wescott.....	Glen Roy, Pa.....	2.66	°2.70	1.79	1.85
Walnut Bank Farms.....	Quakertown, Pa.....	2.63	3.12	2.07	2.14
Charles G. Waple Dairies.....	Tyrone, Pa.....	2.62	3.12	2.07	2.14
Wawa Dairy Farms.....	Wawa, Pa.....	2.62	3.12	2.07	2.14

° A Class I-A Price of \$2.20 per cwt. of 4% milk applies in these markets.

\* This price applies to that part of the Class I milk sold in Zone I of the Philadelphia Milk Marketing area—the price of that part of the

Class I milk sold in Zone 2 being 18 cents less per hundred pounds.

@ This is the price Inter-State is insisting that the out-of-state receiving station buyer pays to members in order that the price be uniform

both within and without Pennsylvania. As yet this has not been agreed to by the buyer.

x Class I price advanced to \$2.70, Class II price reduced to \$1.85 effective September 16.



## Secondary Markets

### SOUTH JERSEY

The new price schedule for Class I milk in New Jersey becomes effective on October 1. This price will be \$3.37 per hundred pounds of 3.5 percent milk, f.o.b. the dealer's plant. The previous price was \$2.85, f.o.b. the farm. The Class II price, as set in a previous order, is \$2.22 per hundred pounds, f.o.b. the farm.

In this price order it is stipulated that no dealer shall charge the producer, either directly or indirectly more than 15 cents per hundred pounds for hauling the milk to his plant, unless it is so contracted in writing and written approval of the Director for such additional charge is obtained.

A truck load of milk from 17 members, which had been sold at a shore market during the summer months, has again been returned to the Chester, Pa., market. The price of this milk is subject to the increase which became effective in that market on July 25.

The milk supply in South Jersey, as in other parts of Inter-State territory, is becoming very short, due to the excessive dry weather and lack of pasture, as well as the increased demand of city consumers.

### WILMINGTON

The annual dinner and meeting of Wilmington shippers was held at Red Lion, Delaware, on September 17, with 168 members and friends attending. Members of the Pencader Grange furnished music and entertainment. County Agent George Worrlow gave a short talk on the effect of the defense program on Newcastle county farmers.

General Manager O. H. Hoffman, Jr., of Inter-State, reviewed the work in the Wilmington market resulting in the price increase on August 1 and the steps being taken to obtain a Federal milk marketing order for the Wilmington area. It is planned when the hearing on this order is held that increased prices will be requested.

The members elected to the Wilmington Marketing Committee for the next year are:

R. E. Bower, Chesapeake City, Md.  
John R. Butler, Middletown, Del., R. 1  
J. Leslie Ford, Newark, Del.  
Irvin G. Klair, Marshallton, Del.  
Fred B. Martenis, Elkton, Md., R. 3  
Harris B. McDowell, Jr., Middletown, Del.  
H. C. Milliken, Newark, Del., R. 1  
Chas. B. Moore, Bear, Del.  
J. Hazel Price, Warwick, Md.

This committee then elected Irvin G. Klair, chairman; W. Levis Phipps

of Wilmington, Del., R. 1, secretary, and the officers with R. E. Bower, John Butler and H. C. Milliken as the sales committee.

The milk supply in the area is relatively short, with demand increasing. Some milk and cream is being obtained from outside sources. Several new members have been added in this area during recent weeks.

### LANCASTER

The Lancaster Advisory Committee reviewed the fast-moving marketing problems at its meeting on September 15. A hearing was held on September 10, following the request made at the August meeting. The order has not yet been issued.

Inter-State presented extensive data at that hearing, requesting higher returns to meet increased production costs. Testimony was presented by H. H. Snively, Willow Street; Harry Brubaker, Lancaster R. 4; Chas. E. Cowan, Lancaster; and F. P. Willits, Jr., from the Philadelphia office.

This market is also interested in the state-wide order, which became effective September 16, as about one-fifth of the milk of approved buyers in the market is sold in that area. See page 15 for details of that order.

Market Manager Cowan reported on the delegate meeting of the Metropolitan Cooperative Milk Producers' Bargaining Agency, held at Syracuse, N. Y., on September 3, when the amendments to the New York order were explained. Inter-State members shipping to New York met on September 11 and 12, at which times the proposed amendments were explained prior to cast-

ing the vote on them. The amendments provide for an increase of \$.25 on Class I and \$.15 on Class II-A.

It was indicated by Secretary Wickard, in announcing these amendments, that hearings may be re-opened for further consideration of the New York price situation.

The schedule of classes, percentages and prices on which producers were paid for their milk going to New York during August follows:

Classes	Percentages	Prices
I	40.55	\$2.880
I Outside	7.07	2.680
I Relief	.81	2.310
II-A	12.57	2.445
II-B	8.33	2.325
II-C	3.99	2.256
III	21.41	2.156
IV-A	2.43	1.669
IV-B	2.84	2.036

The blended price, after deductions and adjustments, was \$2.48 per cwt. for milk of 3.5 percent butterfat, f.o.b. the 201-210 mile zone, the Lancaster price being \$2.515.

### TRENTON

The dry weather of recent weeks has shortened up pastures so there is practically no grazing left. The result has been a drop of about 10 percent in production.

The Trenton Committee attended the Control Board hearing on September 30 at which Class III prices were considered.

The committee has been at work to make hauling arrangements and adjust differences under the new price order, which establishes prices f.o.b. the dealer's plant. Every effort is being made to keep all hauling rates down to the amount specified under the order, thus avoiding the need for special arrangements.



This arrangement shows how the power of an inventive mind over just plain strong backs relieves hard work. One tractor is hitched to the corn binder, with an elevator attached which drops the bundles on the wagon drawn by the tractor in the immediate foreground. The picture was taken on the farm of Charles R. Hires, Jr., Salem, N. J. Inter-State director, who is at the wheel of the tractor drawing the wagon.

## Proposed Marketing Agreement and Order for the Philadelphia, Pennsylvania, Area

### Analysis of Proposals

WE have attempted here briefly to summarize what we have asked for in our proposal to the Dairy Division. We suggest that you read it before you read the proposed order itself. Remember, please, that this is only Inter-State's proposal and not necessarily what will finally be written into an order.

We have taken up, section by section, those parts of our proposal that are of direct interest to producers and omitted those that have to do mainly with administrative matters.

Sec. 9—1 (3) Sales Area. The sales area includes the townships in the present Philadelphia marketing area or Area I, as established by the Pennsylvania Milk Control Commission. We have proposed no zone differentials. The present dissatisfaction with the Zone arrangement, its appeal by certain of the dealers and the fact that, so far, neither is this appeal settled nor are all the buyers paying the prices specified, puts Inter-State in a position where it feels that the whole thing again must be thrashed out.

Sec. 9—1 (5) and (6) "Producer" and "Handler." The definitions of "producer" and "handler" propose to confine regulation to those buyers who regularly distribute milk in the Philadelphia area and fix prices for those producers who sell to them.

Sec. 9—3 (a) Classification of Milk. Classifications of milk as proposed in the order are essentially the same as are now provided for, except that Class III includes only butter. This means that Class II will include everything except Class I and butter.

Sec. 9—3 (b) Conditions of Classification. This is self-explanatory.

Sec. 9—4 Minimum Prices. The prices for Class I and Class III are self-explanatory. The price for Class II was chosen because, from what we can learn, this price represents more nearly than any other price we can find, a figure which approximates the value of milk used for open-market cream which is shipped into the area. It happens that at the present time the plants that generally ship cream into the East are having to pay at least the price that the condensaries are paying, in order to get that cream. Also, this is the price for which milk for fluid cream sold out of the New York area in Philadelphia brings and for this reason, too, it seems to be a reasonable formula.

Sec. 9—4 (b) Class I Milk Sold Outside the Marketing Area. Under this the top minimum price for Class I milk sold outside the area is the Philadelphia price of \$3.70 per cwt. Where a dealer sells Class I milk in a market where the price is lower than the Philadelphia price, however, he has only to pay the price which is fixed or prevailing in that territory. The Class II and Class III prices are the same wherever sold.

Sec. 9—4 (c) Distress Milk Allowance. This provides that when a distributor sells excess milk to a condensary, chocolate plant, or cheese factory, he shall pay producers the Class II price for this milk, less a 16-cent allowance for handling it in his own plant.

Sec. 9—4 (d) Emergency Milk. This provides that when a distributor buys milk from an outside source

and pays less than the price provided for in the order, he must pay to his own producers in his blended price to them the difference between the Class I and Class II price on this milk. This is to prevent a buyer from purchasing milk outside at a lower price than he can buy it from his own producers.

Sec. 9—5 Reports of Handlers. This outlines in detail how these reports are to be made in order that the market administrator may know each month just what milk the distributor has bought, how he has sold it, and paid for it. From these reports the Administrator calculates the blended price for each dealer.

Sec. 9—6 Computation of Uniform Prices. This section puts in writing what the buyers now are supposed to do in the matter of calculating a blended price for their producers, both in Philadelphia and at the receiving stations. It obviates the present necessary "juggling" of percentages in order that the receiving station deductions may properly be made.

Sec. 9—6 (a) List of Plants, etc. The stations are listed with differentials instead of prices as has been the custom in the past. These deductions are calculated on the same basis as is now provided for in Order A-73. For the out-of-state receiving stations the present freight rates are used, but the receiving station allowance for them is calculated on the basis of 16 cents in order to make all stations uniform.

Sec. 9—7 Payments for Milk. Payments for milk are provided for on the same dates as are now specified in the Pennsylvania order. However, under the proposed order, the market administrator each month will calculate each dealer's price for him on the basis of the figures furnished by that dealer under Sec. 9—5. Under this arrangement each dealer pays his own blended price just as he now does.

The other provisions are self-explanatory.

We have not proposed a figure representing the cost of administration because we do not know what that should be. Our judgment is that it would take about 2 cents per hundred pounds properly to audit the books and enforce an order in this market.

### Proposed Provisions of the Marketing Agreement and Order

Sec. 9—1 Definitions. (a) Terms. The following terms shall have the following meanings:

(1) The term "act" means Public Act No. 10, 73rd Congress, as amended and as reenacted and amended by the Agricultural Marketing Agreement Act of 1937.

(2) The term "Secretary" means the Secretary of Agriculture of the United States.

(3) The term "Philadelphia, Pennsylvania, Marketing Area" hereinafter called "the marketing area" means all the territory situated within the city and county of Philadelphia, the county of Delaware, and the townships of other counties in the State of Pennsylvania listed below: (See next page)



### Proposed Provisions of Marketing Agreement and Order, Continued

<i>Chester County</i>	
Westtown	East Goshen
Thornbury	Willistown
West Goshen	Easttown
<i>Montgomery County</i>	
Upper Merion	Montgomery
Lower Merion	Whitpain
Radnor	Worcester
Haverford	Norristown
Whitemarsh	Lower Providence
Plymouth	Upper Providence
Springfield	Limerick
Abington	Towamencin
Moreland	Lower Salford
Upper Dublin	Upper Salford
Horsham	Hatfield
Gwynedd	Franconia
<i>Bucks County</i>	
Warminster	Bristol
Southampton	Falls
Northampton	Middletown
Bensalem	Newtown
Lower Makefield	

(4) The term "person" means any individual, partnership, corporation, association, or any other business unit.

(5) The term "producer" means any person, irrespective of whether such person is also a handler, who produces milk which is received at a plant owned or operated by, or the output of which regularly is received by a handler (a) who regularly distributes milk and operates routes in the marketing area, and (b) is under the regulation of a health authority having jurisdiction within the marketing area.

(6) The term "handler" means any person, irrespective of whether such person is also a producer, who purchases or receives milk from producers, associations of producers, or other handler, all, or a portion, of which milk is disposed of as milk or cream in the marketing area, and who, on his own behalf or on behalf of others, engages in such handling of milk as is in the current of interstate commerce or which directly burdens, obstructs, or affects interstate commerce in milk and its products.

(7) The term "market administrator" means the person designated pursuant to Sec. 9—2 as the agency for the administration hereof.

Sec. 9—2 *Market Administrator.* (a) Designation. The agency for the Administration hereof shall be a market administrator, who shall be a person selected by the Secretary. Such person shall be entitled to such compensation as may be determined by, and shall be subject to removal at the discretion of the Secretary.

(b) *Powers.* The market administrator shall have power:

(1) To administer the terms and provisions hereof, and

(2) To receive, investigate, and report to the Secretary complaints of violations of the terms and provisions hereof.

(c) *Duties.* The market administrator, in addition to the duties hereinafter described, shall:

(1) Keep such books and records as will clearly reflect the transactions provided for herein and shall surrender the same to his successor or to such other person as the Secretary may designate;

(2) Submit his books and records to examination by the Secretary at any and all times;

(3) Furnish such information and verified reports as the Secretary may request;

(4) Within 45 days following the date upon which he enters upon his duties, execute and deliver to the Secretary a bond, conditioned upon the faithful performance of his duties, in an amount and with surety thereon satisfactory to the Secretary;

(5) Publicly disclose to handlers and to producers, unless otherwise directed by the Secretary, the name of any person who, within 15 days after the date upon which he is required to perform such acts, has not (a) made reports pursuant to Sec. 9—5 (a), or (b) made payments pursuant to Sec. 9—5 (c);

(6) Employ and fix the compensation of such persons as may be necessary to enable him to administer the terms and provisions hereof;

(7) Obtain a bond with reasonable surety thereon covering each employee who handles funds entrusted to the market administrator; and

(8) Promptly verify the information contained in the reports submitted by handlers.

Sec. 9—3 *Classification of milk.* (a) *Classes of milk.* Subject to the conditions set forth in paragraph (b) of this section all milk received by each handler, including milk produced by him, if any, shall be classified in the following classes:

(1) Class I milk shall be all milk (a) which leaves the plant of a handler in the form of milk, or milk drinks cultured or flavored, whatever the butter fat content and (b) which is not shown to have been used in some product which would properly classify such milk in Class II, or Class III, including plant loss in excess of 2.0 percent.

(2) The Class II milk shall be all milk the butterfat from which leaves, or is on hand at, a processing plant in some product other than those listed as Class I or Class III.

(3) Class III milk shall be all milk the butterfat from which leaves, or is on hand at, a processing plant in the form of butter.

(b) *Conditions of classification.* In classifying the milk received from producers during any month the following rules shall govern:

(1) Where cream is received by a handler from another handler or a person not a handler, such cream shall be considered to have been used pro rata in the total Class II and Class III output of the plant in the absence of clear proof of its specific use.

(2) Where milk is received by a handler from another handler or a person who is not a handler such milk shall be considered to have been used pro rata in the Class I, Class II and Class III output of the plant in the absence of clear proof of its specific use.

(3) Milk produced by any handler shall be considered to have been used pro rata in the output of such handler's plant.

(4) Plant loss up to but not exceeding 2.0 percent of the receipts of milk at any plant shall be prorated among the several classes of milk at such plant.

Sec. 9—4 *Minimum prices.* (a) *Class prices.* Each handler shall pay at the time and in the manner set forth in Sec. 9—7 for milk during each month, from producers or an association of producers at a plant within 25 miles of City Hall in Philadelphia not less than the following prices, except as set forth in subparagraphs (b) and (c) of this section.

(1) For Class I milk—\$3.70 per hundredweight for milk testing 4.0 percent butterfat. For each one twentieth of one percent butterfat variation above or below 4.0 percent there shall be added thereto or deducted therefrom, respectively a differential of \$0.02.

(2) For Class II milk—a price per pound of butterfat

### Proposed Provisions of Marketing Agreement and Order, Continued

calculated by the market administrator by dividing by 3.5, after adding 10 cents, to the average of prices reported to the U. S. Department of Agriculture as paid to farmers for 3.5 percent milk used in evaporated milk bought or received at the following places:

Mt. Pleasant, Mich.	Coopersville, Mich.
Sparta, Mich.	Greenville, Wis.
Hudson, Mich.	Manitowoc, Wis.
Wayland, Mich.	Black Creek, Wis.
Orfordville, Wis.	New Glarus, Wis.
Chilton, Wis.	Belleville, Wis.
Berlin, Wis.	New London, Wis.
Richland Center, Wis.	Coldwater, Ohio
Oconomowoc, Wis.	Delta, Ohio
Jefferson, Wis.	West Bend, Wis.

(3) For Class III milk—a price per pound of butterfat calculated by the market administrator from the daily 92-score butter quotations at New York averaged for the month, plus 20 percent.

(b) *Class I milk sold outside the marketing area.* In the case of milk purchased or received by a handler and sold as Class I milk outside the marketing area, the price set forth in subparagraph (a) shall apply except as follows:

(1) When sold in an area regulated by another order of the Secretary the price effective under such other order shall apply;

(2) When sold in an area where a State authority has prescribed a lower price, the price prescribed by such State authority shall apply;

(3) When sold in an area under no regulation, a price shall apply which the handler receiving the milk from producers proves is being paid farmers for milk sold in competition with such Class I milk provided it be not in excess of the price established for Class I as set forth in this order.

(c) *Distress milk allowance.* If any handler proves to the market administrator that he is unable to dispose of milk received from producers to his own trade and proposes to transfer such milk to the plant of another person where it is made into milk chocolate, evaporated milk, or cheese, there may be allowed in the payment of the uniform price of such handler to producers an amount on such uniform price equal to a rate of 16 cents per hundredweight on that milk moved from the plant where received from producers to the plant where actually made into evaporated milk, milk chocolate, or cheese.

(d) *Emergency milk.* In the case of milk received by any handler from a plant at which no milk is received from producers as defined herein and which is classified wholly or in part as Class I milk there shall be added in the computation of the uniform price for such handler an amount equal to the difference between the Class I and Class II prices on such milk, unless such handler proves to the market administrator that he paid prices for such milk which were not less than the prices specified in this order.

Sec. 9—5 *Reports of handlers.* (a) *Periodic reports.* On or before the 5th day after the end of each month each handler, with respect to milk or cream which was, during such delivery period, (a) received from producers, (b) received from handlers, or (c) produced by such handler, shall report to the market administrator, in the detail and on forms prescribed by the market administrator, as follows:

(1) The receipts at each plant from producers who are not handlers;

(2) The receipts at each plant from any other handler, including any handler who is also a producer;

(3) The quantity, if any, produced by such handler; and

(4) The respective quantities of milk and milk products disposed of or on hand with the butterfat content thereof.

(b) *Reports as to producers.* Each handler shall report to the market administrator:

(1) Within 10 days after the market administrator's request, with respect to any producer for whom such information is not in the files of the market administrator, and with respect to a period or periods of time designated by the market administrator, (a) the name and address, (b) the total pounds of milk received, (c) the average butterfat test of milk received, and (d) the number of days upon which milk was received; and

(2) As soon as possible after first receiving milk from any producer, (a) the name and address of such producer, (b) the date upon which such milk was first received, and (c) the plant at which such milk was received.

(c) *Reports of payments to producers.* Each handler shall submit to the market administrator on or before the 20th day after the end of each month his producer payroll for such month which shall show for each producer (a) the net amount of such producer's payment with the prices, deductions, and charges involved, and (b) the total delivery of milk with the average butterfat test thereof.

(d) *Verification of reports.* Each handler shall permit the market administrator or his agent, during the usual hours of business, to (a) verify the information contained in reports submitted in accordance with this section, and (b) weigh milk received from each producer and sample and test milk for butterfat.

Sec. 9—6. *Computation and announcement of uniform prices to producers.* (a) *Computation of prices.* Within three days after the receipt of the periodic report made by any handler pursuant to Sec. 9—5, the market administrator shall compute for each handler a uniform price as follows:

(1) Add together the several quantities of milk or butterfat in the several classes at each plant of such handler;

(2) Multiply the respective totals by the price applicable pursuant to Sec. 9—4 and add together the resulting sums;

(3) Subtract the sum of the allowance, if any, pursuant to Sec. 9—4 (c);

(4) Multiply the pounds of butterfat in milk received from producers of less than 4.0 percent butterfat content by 40 cents and add the resulting amount or, as the case may be, multiply the pounds of butterfat in milk received from producers of more than 4.0 percent butterfat content by 40 cents and subtract the resulting amount;

(5) Divide the resulting sum by the total hundredweights of milk received by the handler from producers and announce the result as the "uniform price," for such handler to be paid producers for "direct shipped" milk, subject to audit.

(6) Calculate the percent in Class I and Class II, respectively, of total butterfat received from producers;

(7) Multiply by the respective percentages the differentials as set forth below for each plant, add together the two sums for each plant and from the uniform price for "direct shipped" milk as calculated in (5) above, subtract the result for each plant to secure the uniform price for such plant.



## Proposed Provisions of Marketing Agreement and Order, Continued

(a) List of plants, mile zones and zone differentials.

Delivery point	Class I differential	Class II differential
Plant location mile zone		
Bedford, Pa.	\$0.51	\$0.07
Boiling Springs, Pa.	.40	.05
Brandtsville, Pa.	.36	.05
Byers, Pa.	.36	.05
Carlisle, Pa.	.36	.05
Centerville, Pa.	.64	.09
Chambersburg, Pa.	.43	.06
Clayton, Del.	.32	.04
Coudersport, Pa.	.60	.08
Curryville, Pa.	.51	.07
Easton, Md.	.36	.05
Fairdale, Pa.	.43	.06
Glenroy, Pa.	.33	.04
Goshen, Pa.	.35	.05
Hagerstown, Md.	.43	.05
Harrington, Del.	.34	.05
Huntingdon, Pa.	.45	.06
Hurlock, Md.	.36	.05
Kelton, Pa.	.33	.04
Kimberton, Pa.	.36	.05
Leaman Place, Pa.	.31	.04
Lewistown, Pa.	.43	.06
Massey, Md.	.34	.04
Mercersburg, Pa.	.43	.06
Millville, Pa.	.48	.06
Mount Pleasant, Del.	.34	.04
Nassau, Del.	.36	.05
New Holland, Pa.	.32	.04
Oxford, Pa.	.33	.04
Port Alleghany, Pa.	.60	.08
Pottstown, Pa.	.27	.04
Princess Anne, Md.	.45	.05
Richlandtown, Pa.	.36	.05
Snow Hill, Md.	.48	.06
Spring Creek, Pa.	.64	.09
Sudlersville, Md.	.34	.04
Townsend, Del.	.34	.04
Waynesboro, Pa.	.43	.06
Worton, Md.	.34	.05
(b) Receiving station zone for stations not listed in (a)	Class I differential	Class II differential
25-40 miles	\$0.31	\$0.04
41-80 "	.34	.04
81-150 "	.36	.05
151-200 "	.43	.05
201-250 "	.45	.06
251-300 "	.51	.07
301-400 "	.60	.08
401 and over	.64	.09

(b) *Announcement of uniform prices.* The market administrator shall on or before the 8th day of each month notify each handler and make public the uniform prices computed for such handler.

Sec. 9-7 *Payments for milk.* (a) *Semi-monthly payments.* On or before the 25th day of each month each handler shall make a payment to producers for milk delivered during the first 15 days of such month at not less than a rate per hundredweight which he estimates will be his uniform price for such month subject in each case to a butterfat differential of 4 cents per 1/10 of one per cent of butterfat above or below 4.0 per cent.

(b) *Monthly payments.* On or before the 15th day of each month each handler shall make full payment to each producer after taking credit for payments made, according to paragraph (a) of this section, for all milk delivered during the preceding month at not less than the uniform price computed pursuant to Sec. 9-6 plus or minus 4 cents for each one-tenth of one per

cent above or below 4.0 per cent average butterfat content of milk delivered.

(c) *Flat price payments.* Any handler may in lieu of the requirements of paragraph (a) and (b) of this Section and of Sec. 9-5 elect to pay producers not later than the 15th day of each month at not less than the per quart equivalent of the Class I price for all milk delivered during the preceding month for four per cent milk, in which event such handler shall report only his total receipts from each producer and his total payment to producers.

(d) *Handlers subject to other orders.* Notwithstanding the other provisions of this Section, in the case of a plant of a handler subject to an order of the Secretary regulating the handling of milk in any other area, such handler shall make payments to producers in the manner prescribed by the order under the regulation of which the greatest quantity of milk has been classified in Class I.

(e) *Errors in payments.* Errors from whatever cause made in payments pursuant to paragraphs (a) and (b) shall be corrected not later than the date for making payments next following the ascertainment of such errors.

Sec. 9-8 *Expense of administration.* As his pro rata share of the expense of administration hereof, each handler shall, on or before the 15th day after the end of each month, pay to the market administrator with respect to milk received by him from producers, with respect to milk received by him from producers, or an association of producers, during the preceding month, an amount not exceeding—cents per hundredweight, the exact amount to be determined by the market administrator, subject to review by the Secretary.

## Farm Bureau Proposes Five Production Stimulants

A special committee of the American Farm Bureau Federation, called for the purpose of developing recommendations on methods for increasing the production of dairy products, recently made its report. The report of this committee carries five important recommendations. Some apply primarily to sections engaged in the manufacture of butter, cheese and evaporated milk, and others specifically to fluid milk sections.

The recommendations are:

1. Every effort should be made to give producers in the eastern milk sheds a price for fluid milk which will be high enough to cover added costs so that they will be able to supply fluid milk and cream to their own consumers and not have to draw on western supplies of milk and cream now available for making cheese, evaporated and powdered milk and other products for which production increases are requested by the Secretary.

2. Guarantee to butter producers for the duration of the emergency a minimum price of at least parity.

3. There is now an ample supply of butter. In order to carry this over to autumn when supplies may be shorter, we recommend a revival of the activities of the Dairy Products Marketing Association.

4. In order to divert milk to desired manufactured products other than butter, there should be a diversion allowance on the part of the government to transfer milk from butter plants to manufacturing plants of other milk products and every attempt should be made to use the present equipment twenty-four hours a day.

5. Special consideration should be given to deferment from the draft, at least temporarily, for men engaged in the production and manufacturing of these special commodities needed for defense and aid to Britain.

## Annual Meeting Nov. 24-25 Members and Delegates to Discuss Plans

**B**USINESS will be the one big order of business at the sixth annual delegate meeting of the Inter-State Milk Producers' Cooperative. The dates of this event will be Monday and Tuesday, November 24-25, and the place will be the same as last year, the Benjamin Franklin Hotel, Ninth and Chestnut Streets, Philadelphia. These dates were selected as being most suitable, considering the confusion resulting from different Thanksgiving days being observed in different parts of Inter-State territory.

The annual meeting committee is developing plans for an outstanding program, in which delegates will carry on the most important work. In fact, the entire meeting will be a meeting of delegates, but also with any member being free, as in the past, to participate in discussions and express his views on any subject. Voting, however, must be confined to the official delegate body, the delegates being elected at the Local meetings being held between now and mid-November. This arrangement assures every part of the territory having approximately equal representation in the voting on any question.

Reports of officers and discussion of Inter-State's programs and policies will occupy the first part of the meeting. No outside speaker is scheduled on the program.

As we go to press the personnel of the Resolutions Committee and of the Women's Committee have not yet been selected. This, however, will be done early in October.

It is planned that action on resolutions will take place at the second morning's session and as much time will be given to the discussion of each

resolution as the delegates may desire. The plan for handling resolutions, which requires that they be sent to the Resolutions Committee in advance and are then mimeographed and presented to each delegate, proved so successful at the 1940 meeting that it is being followed again this year. Further comments on this plan will be found elsewhere in this issue.

The banquet for delegates, members and friends of Inter-State is scheduled at 6:30 on Monday evening, November 24, in the ballroom of the Benjamin Franklin Hotel. The committee is now at work on the selection of entertainment and of an outstanding banquet speaker.

Full details of the meeting, including the banquet program and the program for the women's meeting which will be held on Monday morning, November 24 (the first day of the meeting), will appear in the November Review.

## Chicago Votes 99.91% To Amend Federal Order

The Federal Milk Marketing Order in Chicago was amended, effective September 6, after approval by producers in a referendum in which the vote was 14,359 in favor of the amendments to 13 against them.

This order, which first became operative on September 1, 1939, was amended on July 1, 1940, and again on July 1, 1941. It is estimated by the Chicago Market Administrator that the present amendments will increase the average producer price of milk by \$.25 to \$.30 per hundred pounds.



When the REA brought electric current to her door, Mrs. Clifton G. Crause of Queen Anne, Md., immediately modernized and electrified her kitchen, as shown by this view.

## Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during August, 1941.

Farm Calls	1143
Non-Farm Calls	259
Butterfat Tests	3827
Plants Investigated (first half Aug.)	29
(second half Aug.)	26
Herd Samples Tested	391
Brom Thymol Tests	653
Miscroscopic Tests	749
Membership Solicitations	234
New Members Signed	19
Local Meetings	90
Attendance	1
District Meetings	14
Attendance	13
Committee Meetings	165
Attendance	14
Other Meetings	3240
Attendance	

## Seven Districts Will Elect Directors

The terms of seven members of Inter-State's Board of Directors expire in November. Elections will be held following the Local meetings for the election of a Director from each of the seven Districts now represented by these Directors.

The Districts in which the term of the present Directors expire in November, and the name of the Directors now filling the positions, follow:

1. Alvin K. Rothenberger
4. J. M. Wheatley
7. H. K. Martin
9. J. Leslie Ford
12. Fred A. Walls
15. Howard W. Wickersham
25. B. H. Welty

Directors are elected by the delegates of the respective Districts and the method of making nominations and determining the wishes of the members in general is left to the delegate body of each District. In past years various Districts have used different methods in making nominations to this office, including nominations at Local meetings, by individuals, and by the delegates of the District.

The delegates, before casting their ballots, frequently canvass the sentiment of the members of the District, so as to select as Director the man who meets with the approval of the greatest number of members. This has been done through mail ballots, through petitions and through the holding of a District-wide meeting of all members.

Maryland red clover seed growers sell more of their surplus to farmers than to seed dealers, according to officials of the State Seed Laboratory.





The dairy barn and milk house pictured here are real educational edifices. They are located at the Philadelphia zoo and four purebred cows are housed in the barn, so that city children may actually see cows in natural surroundings.

## SO THAT'S A COW!

### Hundreds Get Their First Glimpse Of A Dairy Cow In Philadelphia's Zoo

**Y**EARs ago, when the Dairy Council first got the idea of putting dairy cows in the Philadelphia Zoo, it was laughed at. A cow in the zoo! Who ever heard of such a thing?

Today, the Dairy Barn is one of the most popular exhibits in the whole zoo. In it are displayed one of each of the four most common breeds of dairy cattle—Guernsey, Jersey, Ayrshire, and Holstein-Friesian—selected by representatives of their respective breed associations and purchased by the Dairy Council. And regular zoo visitors have come to look forward to 3 P.M. as Milking Time.

It is amazing how many of these visitors have never seen a cow before.

"Hundreds of them," declared Barney Mulkern, the genial Irish keeper who has charge of the barn. "And not only children, either. Lots of grown up folks never saw one before."

"You wouldn't believe it," he went on, "but just the other day I had a lady ask if I wasn't afraid to be in the pen with all those bulls. And not long before that a man asked me how you could tell a cow from a bull. They think anything with horns on is a bull."

Barney has had charge of the cows ever since the exhibit opened in June, 1936. He was chosen for the job, he proudly states, because he really knew how to milk and take care of cows. Barney likes cows.

In the barn are four metal stalls, one box stall, scales, feeding troughs, and other necessary equipment. Upstairs is a loft where straw and alfalfa are kept. Along one wall of the barn is displayed a glass case with samples of feeds—alfalfa, beet pulp, and a mixture of corn meal,

ground oats, linseed oil meal, cottonseed meal, and wheat bran. Adjoining is a two-room milk house with a milk cooler and can rack and a washing room. The building was erected by the WPA with materials supplied by the Council.

When all the cows are milking, Barney estimates their production at about 66 quarts daily. The zoo uses the milk to feed other animals, and the gorillas in the monkey house get most of it.

The cows are bred by a process of artificial insemination. As soon as the calves are old enough to leave their mothers, they are moved to the Baby Pet Zoo where the children

This Dairy Council cow at the Philadelphia zoo is the object of the interested attention of these boys and girls. Some of them, perhaps, never saw a cow being milked—maybe never before saw a cow.



can play with them. A new calf causes a lot of excitement around the Zoo.

Every year, schools send busloads of children to the Zoo—and these plus the other visitors made up a grand total of 333,598 people who visited the gardens last year. All of them had a chance to see a cow

being milked. And a great percentage took advantage of it.

"Everyone likes the milking best of all," says Barney. "Why, at three o'clock when the kids see me driving the cows into the barn, they flock from everywhere and the first thing I know the barn is filled up and they're climbing over the stalls."

Barney likes his visitors and is a real host to them.

"When I see a nice quiet boy, I let him try to milk," he explained with a twinkle in his blue eyes. "The rest of the kids get a great kick out of that. Lots of women like to try, too—that is, if they've milked before. They want to see if they still remember how and they like to show off to their friends. So do the men."

Farmers, according to Barney, are especially interested in the exhibit.

"I have them come from everywhere," he said, "Texas, Delaware, Ohio, and all around. I can always tell a farmer because he knows a lot more about the cows."

This month, the Dairy Barn had a visitor—a small buffalo calf being nursed by one of the cows. With its long ears and its shaggy mud-colored coat, it made quite a hit. The children all crowded around to pet it and watch it eat, as thrilled as they are about the monkey house.

Before the Dairy Barn was built, many city children knew a lot more about an elephant than they did about a cow.

"Some of the questions they'd ask!" laughed Barney, shaking his head. "One little boy looked all the cows over carefully and then

wanted to know which one gave chocolate milk.

"I tell you," he concluded, "this barn is a mighty good thing. The children whose folks have no car can't get out into the country to see farms. This way poor kiddies from the city have a chance to see a real cow. And I'll bet they know a lot more about where milk comes from than they did five years ago."

## "State-Wide" Order Issued—Commission Holds More Price Hearings

**A** NEW price order covering the State-Wide Milk Marketing Area, Area 11, has been issued by the Pennsylvania Milk Control Commission and became effective on September 16. This area includes all parts of the state not specifically included in another area. The order specifically transferred those parts of Bedford, Huntingdon and Mifflin counties that were in Area 11 to Zone 2 of Area 10. The hearing at which testimony was taken concerning prices and boundaries of Area 11 was held at Harrisburg on August 14.

The new order, A-72, increased the Class I price from \$2.58 to \$2.83 per hundred pounds of 4 percent milk. The I-A price (milk used for fluid cream) was increased from \$2.20 to \$2.30 per hundred pounds, and the formula for Class II milk was changed so that with present butter prices the price of this class was increased by about \$.18 per hundred pounds. The Class III price was increased \$.05 and is now the same as in Philadelphia and several other markets.

### Based on 3.5% Milk

The new order is written in terms of 3.5 percent milk, but for the sake of uniformity we are here reporting the 4 percent prices, by adding the \$.04 per point differential for the difference in butterfat test between 3.5 and 4 percent.

The formula for Class II milk, now being based upon 3.5 percent milk, will cause the price of that milk to advance less slowly as butter prices go up than if it were based on 4 percent milk, the difference with 36-cent butter being about \$.02 per hundred pounds and with 40-cent butter, \$.04.

The producers who were formerly in the State-Wide Area and whose markets were placed in Zone 2 of Area 10, are getting only a 12-cent increase in Class I milk and no increases in Classes I-A, II or III, until such time as a new price order comes out for that area.

Had these markets been left in Area 11 until such time as a new order is issued for Area 10, producers supplying those markets would have received greater increases than by being transferred to Area 10 at this time.

At the hearing held at Huntingdon on September 5, Inter-State requested that Huntingdon and neighboring markets be placed in the same area as Altoona, and that these other

markets in Mifflin, Huntingdon and Bedford counties also be placed in the same area with Altoona.

The retail price of Grade B milk was increased in the same order from \$.11 to \$.12 per quart, with B milk over 4 percent butterfat at \$.13 and A milk at \$.14. These prices apply for both home delivery and at stores.

Also effective on September 16 was the new order covering the Williamsport and Sayre-Athens Milk Marketing Area, with the Class I price increased to \$.305 for 4 percent milk, the other classes being the same as set for the State-Wide Area. The retail price in this area was increased to \$.13 per quart of Grade B milk not exceeding 4 percent butterfat, with other retail prices corresponding.

### Huntingdon Hearing

At the hearing at Huntingdon on September 5, Inter-State requested a price which will cover the cost of production, plus a reasonable profit, on all milk. This cost was given as \$.239 per hundred pounds of 4 percent milk, the cost being based upon cost of production studies made by Pennsylvania State College in 1940, with adjustments upward for the definitely measurable increases in cost of production which have occurred during the past year.

It was emphasized that, not knowing the exact amounts of milk used in various classes in the area, which information was known or available to the Commission, Inter-State could not recommend a definite Class I price, but that this price should be sufficient so that with the proper increases in Classes I-A, II and III, producers would obtain their cost of production plus a reasonable profit on all milk. It was pointed out that the Class II price in Zone 2 of Area 10 was \$.48 per hundredweight under the milk equivalent value of open market cream at Philadelphia. Increases of at least \$.30 per hundred pounds were, therefore, requested for both Class I-A and Class II milk.

### Lancaster Asks Increase

Similar evidence was placed upon the record of the hearing held at Lancaster on September 10. It was pointed out at this hearing again that there is a serious discrepancy between the price being received by producers and their cost of production. It was also emphasized that a similar serious discrepancy exists

## Just As Good As We Make It

That is 100 per cent true of our government—township, county, state and national—and to "Make it Good" we must get out and vote intelligently.

This same principle is every bit as true with your own Inter-State Milk Producers' Cooperative.

Attend your Local meeting and vote the best man into office.

between the prices paid for Class I-A and II milk and the competitive value of this product on the open cream, evaporated milk and chocolate manufacturing markets.

Other wide differences in prices were pointed out as existing between prices in Lancaster under the present orders and the prices under the New York Federal-State order which protects the prices of many of the producers in the Lancaster market.

### Up-to-Date Cost Data

The hearing at West Chester, Pa., covering the southern part of Area 6, held on September 11, was concerned with (1) prices to producers and (2) area boundaries. At this hearing new data was presented by Inter-State, based upon the latest findings as to increases in cost of farm labor, feed and supplies. These showed a rather drastic increase from the figures presented at the Philadelphia hearing in June and which were used largely at the Huntingdon and Lancaster hearings. On the basis of costs then found to prevail, it would be necessary to set prices which would return farmers \$.30 per hundred pounds on all their milk, if they were to be returned their cost of production and a reasonable profit, as provided under the Pennsylvania Milk Control Law. The Commission was requested to revise its price schedules for that area accordingly.

Here, again, the disparity between prices received and cost of production, and between prices received and competitive values of many dairy products were emphasized forcefully. A price of \$.250 per hundred pounds of 4 percent milk was suggested for Class I-A and an increase of \$.30 in the Class II formula and \$.05 in the Class III formula were urged, also bringing the Class I price up

(Please turn to Page 17)



## Oleo Scrap Now In Courts Two Co-ops Appeal FSA Standards

THE oleo scrap has gotten into the United States courts. Suit has been entered in the United States Circuit Court of Appeals in St. Louis by Land O' Lakes Creameries and the Twin City Milk Producers' Association, charging that the oleo order promulgated by Federal Security Administrator Paul V. McNutt is contrary to law and conducive to consumer deception.

Not only have these two cooperatives brought suit as directly interested parties, but they are being supported in this suit by the National Cooperative Milk Producers' Federation and by the National Dairy Union.

In commenting on this case, Donald Kane, Washington representative and attorney for the National Dairy Union said, in part, "We object particularly to those portions of the regulations which promote the imitation of butter. We have no objection to the sale of this product on its own merits but the use of butter flavoring, the use of artificial color, the addition of vitamins to make it more nearly like butter, and the use of a preservative which is not granted to butter, are clearly discriminatory and are conducive to fraud upon the public."

"The Food and Drug law requires that imitation products be labeled as such and, if oleomargarine is to continue its campaign in imitation of butter, labeling of the product as an imitation should be required."

This statement also summarizes the position of the National Federation, whose attorney, Charles W. Wilson, gave extensive assistance in the drawing up of the petition presented to the courts.

Within the last few weeks, members of Congress who are appreciative of and friendly to the dairy interests are introducing legislation which would outlaw many of the features contained in McNutt's standards for oleo.

Resentment against these standards is especially strong in the middle-West, where a large part of the nation's butter is produced.

### Your Local Meeting IS YOURS

Why Not Share It With Your Wife and the Young Folks?

Watch for Mail Notice of Time and Place

Petitions have been circulated among dairymen in that area and it is reported that tens of thousands of dairymen have signed these petitions, protesting against the unfairness of the so-called standards promulgated by McNutt.

Incidentally, the Federal Security Administrator positively refused the

## More Production Requested At Farm Leaders Conference

A CONFERENCE of farm leaders and government agricultural workers of the northeastern states was held at New York City, September 24-25, for the purpose of outlining the needs for certain agricultural products during the defense emergency. Plans were discussed at this meeting as to what could be done in the northeastern area toward doing its part in fulfilling these needs.

The thought prevailing at the conference was that production should be increased as much as possible, without additional capital outlay by farmers. Especially urgent is the need for pork, eggs and certain dairy products, especially evaporated milk and cheese. The East, it was pointed out, is in excellent position to help supply eggs and other poultry products, but is in a less favorable position for supplying pork.

The situation with regard to dairy products is less clearly defined as far as the East is concerned, as facilities for manufacturing cheese and evaporated milk are not as generally available in this section as in certain parts of the mid-West. However, by the East taking care of its own needs for fluid milk, cream and ice cream, a certain amount of dairy production in the mid-West, which formerly supplied cream for the East, can be released for those purposes.

Farm leaders present expressed concern as to whether farmers would be given proper recompense for any efforts they would make in this direction, insisting on receiving the same consideration as is given other groups, including industry and labor. Although positive assurances on this point were not forthcoming, the consensus was that prices would justify and support increased production.

It was also brought out that plans were being developed to cushion any shock to the agricultural in-

request for reconsideration of the standards or the postponement of their effective date, which was September 6. He fell back on his assertion that butter interests would not be adversely affected by his oleo ruling but failed utterly to answer any of the arguments presented which show how butter, and therefore the entire dairy industry, would be injured if oleo's imitation of butter continued to receive governmental sanction and help.

dustry when the present emergency is over and increased rates of production to take care of the emergency would no longer need be maintained.

It was stated that certain governmental agencies were planning to make a farm to farm canvass to determine (1) possibilities of individual farmers cooperating on increased production programs and (2) to correlate such programs with present soil conservation and allotment activities.

### Plan Wilmington Hearing for Federal Market Order

A Federal milk marketing order has been asked for the Wilmington, Delaware, milk marketing area. Steps in obtaining this order are going forward apace with the steps for a similar order in the Philadelphia area and it is hoped that the two hearings can be held and the orders made effective at as nearly the same time as is practicable.

Milk is supplied to the Wilmington market by producers from Delaware, Maryland and Pennsylvania, giving it a definite interstate character. However, as there is no State milk control in Delaware any order issued there would be strictly a Federal order and would cover producer prices but would not fix consumer prices.

Prices in that market were increased on August 1, the Class I increase being 32 cents as in Philadelphia, and the Class II and III prices are now based on the same formulae as in Philadelphia. A revision of classifications which became effective on September 1 will add several cents per hundred pounds to the net returns of most producers supplying that market.

Wilmington prices now prevailing were worked out between Inter-State and the Wilmington buyers.

### Orders and Prices

(Continued from page 15)

so as to net the farmers \$3.00 per hundred pounds for all milk.

Inter-State had previously suggested that the part of Area 6 now in Chester county be included in Area 1. At this hearing, however, it was pointed out "that events have taken a course which makes it undesirable that boundary changes be considered at this particular time," the particular reason being the confusion caused by the zoning of Area 1 and the appeal taken by several Philadelphia dealers from Order A-73 covering the Philadelphia Milk Marketing Area. It was felt unwise unnecessarily to involve the West Chester section in that litigation.

No price orders have yet been issued covering either the Huntingdon, Lancaster or West Chester areas.

A second round of hearings has been started by the Commission, with a hearing having been held at Scranton on September 23, for the consideration of producer and consumer prices and boundaries of the area. The last previous hearing at Scranton had been held on June 13, with the new price schedule becoming effective on July 16.

A second hearing has been held at Erie on September 24, to consider the same subjects, the last previous hearing there having been held on July 15, with the new order becoming effective on August 7.

Hearings have also been called for Area 12, York, on October 7, and Area 8, Harrisburg, on October 10.

Down South, a Negro woman was buying eggs in a store run by another Negro. "Is dese aigs fresh," she asked. The salesman replied, "Ise not sayin' dat they ain't." To which she countered, "I ain't askin' ye ain't dey ain't, I'se askin' is dey is?"

SEPTEMBER, 1941, BUTTER PRICES			
Date	92 Score, Solid Pack	Philadelphia	Chicago
2	37	36 1/2	36
3	37	36 1/2	36
4	37	36 1/2	36
5	37 1/4	36 1/4	36 1/2
6	—	36 1/4	36 1/2
8	37 1/2	37	36 1/2
9	37 1/2	37	36 1/2
10	37 1/2	37	36 1/4
11	37 1/2	37	36 1/4
12	37 1/2	37	36 1/4
13	37 1/2	37	36 1/4
15	37 1/2	37	36 1/4
16	37 1/2	37	37
17	37 1/2	37	37
18	37 1/2	37	37
19	37 1/2	36 1/2	36
20	—	36 1/2	36
22	37 1/4	36 1/4	36
23	37 1/4	36 1/4	36
24	37 1/4	36 1/4	36 1/4
25	37 1/4	37 1/4	37
26	38	37 1/2	37
27	—	37 1/2	37
29	38	37 1/2	37
30	38	36 3/4	37
Average	37.44	36.94	36.59
Aug. '41	37.04	35.52	34.96
Sept. '40	29.06	28.51	27.59

## Fill your car!

When you go to your Local Meeting. Take your Family—or your Neighbor—Member—or Both

Make it a good meeting

### Jersey Class I Prices Advance October 1

New Class I prices go into effect in New Jersey on October 1. The producer price of 3.5 percent milk, f.o.b. the dealer's plant, was set at \$3.37 per hundred pounds by Director of Milk Control Arthur F. Foran, in his order issued on September 16. This Class I price is effective over the entire state. It represents an increase over the previous prices of \$2.85, f.o.b. the farm, in southern New Jersey markets and \$3.00, f.o.b. the farm, in North Jersey markets. Those prices have been in effect since September 1, 1940, and in the order it was stated that they were "too low for the proper operation of the industry."

A major change in the pricing plan was to make the prices f.o.b. the dealer's plant, whereas previously they had been f.o.b. the farm. The order specifically provides, however, that "no greater sum shall be charged the producer (for hauling), directly or indirectly, than \$.15 per hundredweight." It states that if the distance of hauling exceeds thirty miles a contract providing for a greater sum may be executed in writing, but it must have the written approval of the Director before becoming effective.

The \$3.37 price applies to Grade B milk and Grade A prices were increased corresponding amounts over the previous schedules.

In the issuing of the order Director Foran called attention to the testimony of producers, showing increases in cost of production of from \$.32 to \$.85 per hundred pounds of milk. He enumerated several items the cost of which had increased, which included feed, supplies and labor.

Additional orders issued at the same time covered prices to stores and to consumers, and also prices to other milk dealers and sub-dealers. Consumer prices generally were increased \$.01 per quart and are now \$.14 1/2 cents per quart of B milk in the Trenton and Camden areas and \$.15 1/2 at the shore markets. The retail price of Grade A milk is \$.03 higher in each instance.



### STEWART CLIPMASTER

New anti-friction tension control assures perfect tension between blades for cooler, lighter running—faster, easier clipping. Makes blades stay sharp longer. Exclusive Stewart design ball-bearing motor is air cooled and entirely enclosed in the insulated EASY-GRIP handle that is barely two inches in diameter. Completely insulated—no ground wire required. The fastest clipping, smoothest running, easiest-to-use clipper for cows, horses, dogs, mules, etc. A \$25 value for \$19.95. Send for FREE catalog of Stewart electric and hand-power clipping and shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, Dept. 46, 5600 Roosevelt Road, Chicago, Illinois. 52 years making quality products.



## Cash Prizes For Winning Pictures in the REVIEW PICTURE CONTEST

### Prizes—

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

### Open to—

Members of the Inter-State Milk Producers' Cooperative and their families.

### Requirements—

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture.
4. Identification of sender.

(Unused pictures will be returned)

Even when used in solutions as weak as 1%, milk has an "immediate and devastating effect" in sterilizing tobacco mosaic virus which spoils and kills many acres of tobacco, Prof. James Johnson of the University of Wisconsin agricultural staff, announces.



# Demand Continues Upward

**M**ILK production in the Philadelphia milk shed averaged 283 pounds per day per shipper during August, 1941, according to records compiled in the Inter-State office. This high production, which has been accentuated by increased feeding of grain, was 13 percent above last year, but more recent reports, issued weekly by the Market News Service of the USDA, indicate that production has been dropping off rapidly and during the week ending September 20 they report 282.39 pounds daily per shipper, only 10 pounds or 3 percent more than their report for the week ending September 21, 1940.

The recent sharp production decline is doubtless due, to a great extent, to the severe drought over the entire Philadelphia milk shed, reducing pastures to almost a total loss at a season when they normally pick up. The recent rapid increase in feed prices may also have had its effect on production for, according to reports from feed dealers, dairy-men are reducing their purchases of mill feeds. Just how much farther these conditions will affect milk production is not known, but if they continue, barn feeding will have to start earlier in order to keep up a satisfactory milk flow.

**Feed prices** in Inter-State territory averaged considerably higher than last year. The September wheat bran quotations averaged \$40.12 per ton, 34.23 percent higher than last year; 41 percent cottonseed meal was \$52.51, 41.69 percent higher; while 32 percent mixed dairy ration at \$51.33 was up 36.77 percent over the September, 1940, price. The prices of hay and purchased grains were also substantially higher which indicates that production costs will be exceedingly heavy, especially for those who have to purchase a large part of their dairy feeds. Further information on feed prices will be found on page 6.

There is some satisfaction to dairymen in this area in that, despite slightly increased production, less milk is being paid for in Class III than a year ago. Both fluid milk and ice cream sales have been better than a year ago and milk is in good demand in Philadelphia at the present time. Because complete data on fluid sales in the Philadelphia market do not exist, we can not say how much consumption has increased here. According to the Milk Industry Foundation report for August, milk sales in the 152 leading markets in the United States were 5.53 percent higher than a year earlier, an in-

crease of 368.416 quarts daily. The same report indicates that milk company payrolls had increased 4.82 percent and employment 1.83 percent over August of last year.

**This increased consumption** is undoubtedly due to the increased earning capacity of the American wage earner and, with increases in both employment and payrolls in the Philadelphia area, the Philadelphia producers are receiving benefits from this increased consumption. July employment in the Philadelphia area was 30 percent above July, 1940, and payrolls were 60 percent higher, according to the Philadelphia Federal Reserve Bank's "Business Review" which also reports retail sales in the Philadelphia area as being 25 percent above last year and the value of building permits 87 percent higher. July industrial production was 31 percent above a year ago.

**Living Costs:** Not only are more people employed and more wages being paid in the Philadelphia area but living costs are, likewise, on the increase. These costs went up 0.9 percent from July 15 to August 15 of this year, with food up 1.4 percent, clothing up 1.3 percent and fuel and electricity up 1.5 percent, according to the United States Department of Labor. As compared with the 5-year average (1935-39) Philadelphia shows in August an average advance on all items of 4.4 percent—with food up 4.7 percent, clothing up 5 percent, rents 5.1 percent and house furnishings 6.8 percent higher.

**The price of 92-score butter** at New York reached 37.5 cents per pound on August 26, sharing with June 24 the highest quotation since December, 1937. This has naturally increased the prices of Classes II and III milk which are based on butter prices. The September average butter price was 36.94 cents per pound, making the Philadelphia and Wilmington Class II prices \$2.14 and the Class III prices \$1.58 per cwt.

**Cream** meeting the approvals of Newark and Lower Merion Townships averaged \$19.00 per 40 quart can of 40 percent cream during the week ending September 27, while cream having Pennsylvania approval only averaged \$18.50 per can, according to the "Weekly Milk and Cream Market Report" of the USDA. These cream prices are equivalent, respectively, to \$2.27 and \$2.21 per hundredweight of 4 percent milk.

**Prices paid to farmers** for evaporated milk during August, averaged, for the country \$1.97 per

hundred pounds of 3.5 percent milk. This was 65 cents higher than in August, 1940, and 10 cents higher than in July. One evaporator in the Philadelphia area was paying \$2.50 per hundred pounds of 4 percent milk during the first half of September. Milk bought for ice cream purposes in the same section brought a similar price while cheese factories are reliably reported as paying as much as \$2.40 for 4 percent milk.

**Evaporated milk** production in the United States totalled 293 million pounds in August, an increase of 62 million pounds, or 27 percent, over August, 1940. The output during the first eight months of 1940 was approximately 14 percent greater than during the same period of 1940. The price per case (48 - 14½ ounce cans) advanced from \$3.42 in July to \$3.56 in August while in August, 1940, the price was \$2.86 per case.

**Dry milk prices** have shown similar increases. The dry skimmilk price averaged 8.99 cents per pound in August, a 2.67 cent or 30 percent increase over August, 1940. Dry whole milk prices advanced from 15.82 cents in 1940 to 20.31 cents in 1941, while dry buttermilk prices increased from 5.47 to 7.31 cents, per pound over the same period. Dry skimmilk production totalled over 29 million pounds in August of this year, approximately 600,000 pounds less than in August of last year. Total storage stocks of dry skimmilk on September 1 were 15 million pounds less than the 46 million pound supply on hand a year earlier.

**Creamery butter** production was 171 million pounds in August, 1941, an increase of 6 million pounds or 3.5 percent over August, 1940. Storage supplies of butter totalled 200 million pounds on September 1, 66 million pounds more than a year earlier. Cheese production was also heavier, totalling 85 million pounds in August which was 17 percent above August, 1940. Production during the first 8 months of 1941 was 11 percent higher than during the same period last year.

**Cheese prices** have shown a sharp advance during recent months, due largely to buying under the Lend-Lease program. Cheese prices on the Plymouth, Wisconsin, Exchange are normally about one-half the price of butter extras at Chicago but of recent months have been 3 to 4 cents above that ratio. Cold storage holdings of cheese totalled 185 million pounds on September 1, as compared with 149 million pounds one year earlier.

October, 1941

## CALENDAR OF LOCAL MEETINGS

Watch for Notice by Letter

**District 2**  
West Windsor—Home of Walter J. Stelle, 8:00 P.M.—October 8.

**District 4**  
Hurlock and Cambridge—Hurlock High School—8:00 P.M., October 15.  
Princess Anne—Court House—1:30 P.M., October 14.  
Snow Hill—New Fire House—6:30 P.M., October 14.

**District 8**  
Combined meeting of all Locals — Lyndell—October 27.

**District 10**  
Bay View—Mechanics Hall—8:00 P.M., October 27.  
Cecilton—Parrish House—October 30.  
Elkton—New Court House Recreation room—8:00 P.M., October 22.  
Providence—High School—8:00 P.M., October 20.  
Rising Sun—High School—7:30 P.M., October 24.

**District 11**  
Cochranville—Home of Walter J. Stelle, November 14.  
Kembsville—M. E. Church—7:30 P.M., October 21.  
Oxford—Oxford Grange—7:30 P.M., October 28.  
Quarryville—High School—7:30 P.M., October 22.  
Southern Lancaster—Fulton High School—7:30 P.M., November 7.

**District 12**  
Harrington and Felton—First National Bank Bldg., Harrington, 8:00 P.M., October 16.  
Nassau—Community Hall, Cool Spring, Del.—8:00 P.M., October 9.  
Seaford—Tull Bros. office, Seaford—8:00 P.M., October 10.  
Smyrna-Clayton—Smyrna High School—7:30 P.M., October 17.

**District 15**  
Avon Grove—Avondale Grange Hall—October 15.  
Kennett Square—Kennett Square Library—October 17.  
West Chester—Municipal Hall—October 14.

**District 19**  
Chester town, Kennedysville and Worton—Little Court House, Chester town—8:00 P.M., October 29.  
Massey—Primary School—8:00 P.M., October 24.



"Guess what I had for supper?"

## Federal State Hearing

(Continued from page 2)

tary be requested not to delay coming into this market any longer. "At said meeting the Executive Committee was informed that word had just been received that the Commission would hold a hearing on Monday, September 22, to determine whether the Commission should join the Federal Government in holding a hearing and issuing an order. With regard to such hearing, the Executive Committee decided that it would request the Commission to join with the Federal Government for the following reasons. In the first place there would be less complication and less friction if there were such joinder. In the second place the Commission fixes the retail price of milk and in so doing must take into consideration the producer prices, and it seems unnecessary to subject the producers to two separate hearings on this same point where one would suffice. In the third place the Commission has a certain knowledge of local affairs which the Federal Government does not yet have and the Commission's collaboration with the Federal Government should result in initial orders which would probably be more fair to all concerned than otherwise.

"It is for these reasons that the Cooperative now requested the Commission, without further delay, to join the Federal Government in a hearing."

## Keep Your Milk Statements For Income Tax Return

A new income tax bill has been passed by the national Congress. Sometime between January 1 and March 15, 1942, there will be millions of citizens filing income tax returns for the first time.

Many of these citizens will be farmers, members of Inter-State. Furthermore, if their net income is over \$1500 for the year, plus exemptions for dependents, or over \$750 if unmarried, an income tax will have to be paid.

Keep in mind, please, that the return must be filed whether a tax is due or not. That makes the milk statements that accompany your milk check each month very important.

Keeping these statements and using them in making out the return will take the guesswork out of that item, at least, and may readily avoid highly embarrassing situations should a check-up of the income tax return be made.

It is an excellent idea to keep these statements anyway, regardless of

## Two Pleasant Jobs

- 1. Attend your Inter-State Local Meeting—Watch for notice by mail.
- 2. Make Plans Now to Attend the Annual Inter-State Meeting at Philadelphia, Pa., November 24-25.

## They Are Your Meetings

And Will Be Just as Good as  
**YOU MAKE THEM**

needing them for making the income tax return. They can prove useful in any number of business transactions where definite information on income is required.

Find a safe place for those statements and file them there promptly after receiving and checking them each month.

## Meeting Calendar

October 8—Delegates and Officers of District 17—Agricultural Extension Building, Doylestown, Pa., 8:00 P.M.  
October 8-10—Holidaysburg Community Show—Holidaysburg, Pa.  
October 15-17—Oxford Community Fair—Oxford, Pa.  
October 16-18—Mt. Joy Community Fair—Mt. Joy, Pa.  
October 20—Lancaster Inter-State Milk Market Executive Committee—Farm Bureau Auditorium, Lancaster, 7:30 P.M.  
October 21—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.  
October 23—Wilmington Inter-State Milk Market Committee—Newark, Del.  
October 23-25—Morrison Cove Community Fair—Martinsburg, Pa.  
October 23-25—Unionville Community Fair—Unionville, Pa.  
October 28—Altoona - Huntingdon Inter-State Milk Market Committee—Holidaysburg, Pa.  
October 28—Trenton Inter-State Milk Market Committee—19 W. State St., Trenton, N. J.  
November 5-7—Upper Perkiomen Valley Community Fair—East Greenville, Pa.  
November 10-12—Annual Meeting, National Cooperative Milk Producers Federation—Chicago, Ill.  
November 24-25—Annual Meeting, Inter-State Milk Producers' Cooperative—Philadelphia, Pa.

Waitress: "This is the fifth cup, sir. You certainly must like coffee."

Diner: "Yes, I do, or I wouldn't be drinking all this water to get a little."



### New York Producers Vote Approval of Order Changes

Producers in the New York market approved the recently proposed amendments to the Federal marketing order in that area by a majority of 99.61 percent, according to the report of N. J. Cladakis who was referendum agent.

These amendments increase the Class I price from \$2.88 to \$3.11 and add 15 cents to the Class II-A (principally fluid cream) price. The formula for other classes remains the same. These prices are for 3.5 percent milk delivered at dealers' plants in the 201-210 mile zone, with differentials for other mile zones. The Class II-A price in August was \$2.645 and would have been \$2.795 had these amendments been in effect for that month.

The final report showed 37,623 votes cast for the amendments and 149 against. Tally clerks were reported to have rejected 312 ballots for various reasons.

The amendments are effective on October 1.

### FCA Issues Proposals To Avoid Farm Inflation

The Farm Credit Administration is taking steps to prevent dangerous inflation in farm land values. A conference was held recently with leading farm mortgage lenders of the country, at which the entire situation was discussed and proposals for preventing such inflation were presented.

H. E. Black, Governor of the Farm Credit Administration, urged the adoption of five objectives to this end as follows:

- (1) Make normal values the primary factor in all appraisals in making farm real estate loans.
- (2) Impress upon present borrowers the wisdom of making use of higher incomes now available for the repayment of existing debts.
- (3) Encourage farmers to build reserves out of higher incomes today to bridge the period when incomes are not so high.
- (4) Use every effort to avoid fostering speculative increases in production, yet giving careful consideration to the needs for extending credit to farmers for making sound and necessary shifts and increases in production to meet the needs for the food for defense program.
- (5) Encourage sound use of credit to foster a better balanced agriculture.

Little Boy: "My mother sent me to get a chicken."

Butcher: "Do you want a pullet?"

Little Boy: "No thanks. I'll carry it."

## INCREASED MILK PRODUCTION begins at FEEDING TIME!...



Earl R. Hall, Supt., Onondaga County Home, Syracuse, who uses Beacon Test Cow Ration, writes, "We have a herd of 73 registered Holsteins. Our average production is 455 lbs. fat, 14,000 lbs. milk."

### LET BEACON TEST COW RATION HELP STEP-UP PRODUCTION OF YOUR HERD—MAINTAIN A HIGH PRODUCTION LEVEL THROUGHOUT THE ENTIRE LACTATION PERIOD!

You, Mr. Dairyman, have been called on to share in the National Defense effort—for the government has asked you to increase milk production.

That's why now, more than ever, you should put your herd on the proved Beacon Feeding Plan. Feed your cows Beacon Test Cow Ration. In the 4½ years it has been on the market, this scientifically developed, nutritionally balanced feed has enabled five cows of different classes to establish new high World's Records!

But—even though Beacon Test Cow Ration has helped make many records—its chief purpose is to help YOU get more milk from your cows during the entire lactation period, while helping you maintain the health of your herd. This ration has been developed by Beacon Research to help build up the flesh and body reserves of your cows. It's scientifically geared to meet their needs during long periods of high production.



The BEACON MILLING COMPANY, Inc.  
Cayuga, N. Y.

**The BEACON System** — a proved feeding plan for the entire life cycle of the dairy cow.

The 1941 Annual Delegate Meeting will be held in Philadelphia November 24-25. Mark your Calender. Plan to attend.

# INTER-STATE Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS COOPERATIVE, Inc.

Vol. XXII

Philadelphia, Pa., November, 1941

No. 7

LIBRARY



## Strolling Home

Library,  
Dept. of Agr. Economics,  
Cornell University,  
Ithaca, N. Y.



## Calendar of Events

### Covering Efforts Toward Milk Price Increase

**M**ARCH—Bill to bring consignment under control of Milk Control Commission gets little attention. Wages and other production costs going up.

April—Control bill begins to move.

Milk production costs continue to rise.

April 25—Milk Control Commission informed by Inter-State of urgency of producers' situation and asked to prepare for hearings as soon as consignment is corrected by legislature.

May—Producer costs still climbing.

Control bill gets attention—escapes scuttling.

June—Production costs still climbing. Feed prices on elevator.

Producers losing approximately 46 cents on each hundred pounds of milk produced—would total an estimated \$10,000 a day.

June 5—Bill correcting consignment passes legislature.

June 19—Milk Control Commission starts hearing at Philadelphia.

June 20—Philadelphia hearing completed.

Governor vetoes bill correcting consignment.

July—Feed costs continue upward trend, about 2 percent in month (See July Review), farm wages going same direction.

Producer losses continue at heavy rate.

July 7—"Prevue" of Order A-73 for Philadelphia area, its inadequacies and inequities are protested. Appeal not taken because "half of something is better than all of nothing."

New hearing requested as soon as possible.

July 8—New consignment bill passes legislature.

July 14-16—Inter-State's management and counsel approach its "Interstate" handlers and their counsel regarding a conference to iron out differences in prices paid to members in and outside of Pennsylvania with representative of Dairy Division of USDA to sit in. Handlers tell Inter-State that so to confer might expose all participants in conference to arrest under anti-trust and restraint of trade laws. Conference idea therefore rejected by them without alternative proposal.

July 18—Legislature adjourns.

Governor signs Order A-73.

July 21-24—Inter-State sales committee calls on its handlers individually, requesting uniform prices in and out of state. Requests declined and counter proposals offered, each different. Handlers insisted that their agreement to Inter-State proposals on out-of-state milk would not cover prices paid by certain of their competitors who happen to be unapproved by Inter-State.

July 24—Governor signs bill which corrects consignment.

July 25—Order A-73 becomes effective, raising blended prices to producers by about 12 to 27 cents over prices in previous order.



In deep study around the dealers' counsel table.

August—Feed prices still on elevator—going up (2 to 11 percent in one month—See August Review). Labor and other costs going same direction.

August 1—Mediation, as provided under the Agricultural Marketing Agreement Act of 1937, as amended, was approved by Inter-State Board of Directors at a special meeting and management was instructed to extend offer of mediation to handlers as means of settling differences. This offer also declined by handlers.

August 5—Need for Federal marketing agreement or order pointed out to those handlers who finally consented to sit in a conference to discuss situation. Agreement on out-of-state prices still lacking.

August 11—Special meeting of Board of Directors authorizes management to request Dairy Division of USDA and the Pennsylvania Milk Control Commission to hold a joint Federal-State hearing.

August 15—Conference at Washington of Inter-State officials, Milk Control Commissioners and counsel of each, with Dairy Division representatives, to outline procedure.

August 21—Directors request the management to petition formally for joint hearing. Letters to each agency to that effect mailed that day.

September—Feed prices still going up—1 to 5 percent in month (See Sept. Review). Farm wages are higher and farm help more scarce.

Producer costs pulling farther away from their returns.

September 13—Having received from Milk Control Commission no reply to request for joint hearing, call is issued for meeting of Inter-State Executive Committee on September 18 to consider future program.

September 16—Milk Control Commission issues call for hearing at Philadelphia to determine whether the Commission should join with the Dairy Division in holding a hearing.

September 18—Executive Committee instructs management, in absence of affirmative reply from Milk Control Commission, to petition Dairy Division for Federal hearing.

September 22—Hearing held. Unanimous opinion of all who testified that if Dairy Division of USDA holds a hearing the Pennsylvania Milk Control Commission should join in it. However, dealers, through their counsel, urged that producers and dealers get together in conference with the Milk Control Commission and iron out differences, which is somewhat similar to the procedure recommended on July 17 by Inter-State and rejected by the handlers, except that this proposal provided for arbitration of out-of-state prices by a state agency rather than by the Dairy Division of the USDA

(Please turn to page 11)

### Official Notice to Delegates

## Inter-State Milk Producers' Cooperative

The Annual Delegate Meeting will be held Monday and Tuesday, November 24-25, 1941, commencing at 10 o'clock A. M., at the Benjamin Franklin Hotel, Ninth and Chestnut Streets, Philadelphia, Pennsylvania.

Board of Directors

*B. H. Welty*  
President

*I. Ralph Zollers*  
Secretary

All members of the Cooperative are welcome to attend all sessions of the meeting and take part in all discussions.

## Vital Issues Stir Members

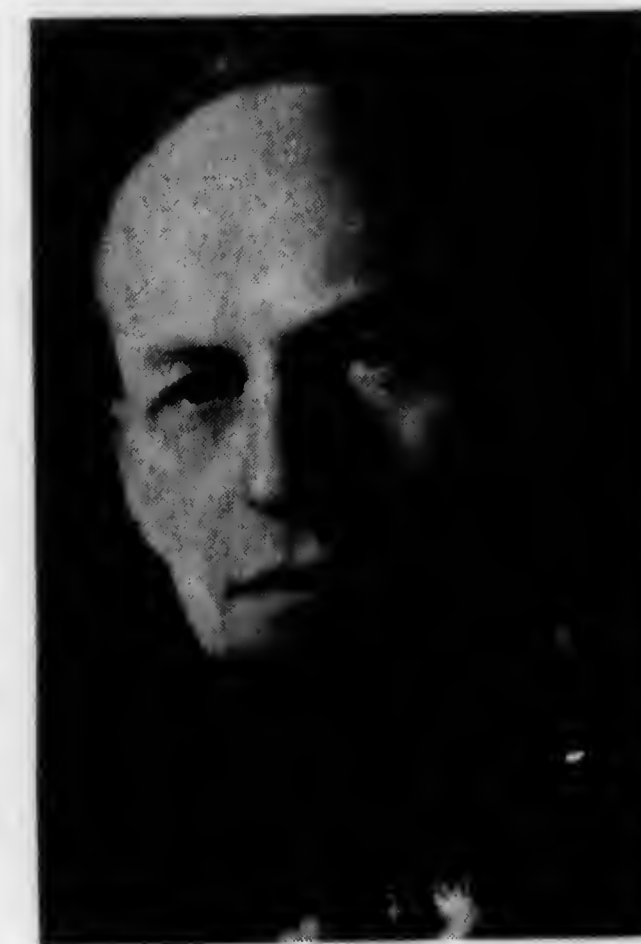
### As Annual Meeting Nears

INDICATIONS point to one of the most interesting and important annual meetings in the history of Inter-State when the delegates convene at the Benjamin Franklin Hotel, Philadelphia, on Monday and Tuesday, November 24-25. The annual meeting committee has developed an excellent program under the chairmanship of Inter-State's vice-president, A. R. Marvel, assisted by Directors Furman Gyger and Joseph Briggs and Secretary-Treasurer, I. Ralph Zollers.

In many respects the program will follow the pattern used last year, whereby every possible minute will be given over to discussion by delegates and members. As a background for this discussion reports of work done during the past year will be heard from President B. H. Welty and Secretary-Treasurer I. Ralph Zollers, who, as head of the field department, will also present a report of the field and test work. Market information will be discussed by F. P. Willits, Jr., statistician, and the Milk Producers' Review by its editor, H. E. Jamison. The marketing program and plans of the Cooperative will be discussed by General Manager O. H. Hoffman, Jr. Each of these reports may be discussed by the delegates and other members present.

#### Federal Order Gets Attention

Of major importance at this meeting will be discussions of the Federal order, on which hearings are being held as we go to press. Included in this discussion will be the price changes occurring in the milk shed during the past year and the numerous hearings which have been



Senator Millard E. Tydings, who will be our banquet speaker

held in advance of new marketing orders.

No outside speaker is scheduled during the regular business meeting, these sessions being given over to brief reports and to discussions by members and delegates.

The Resolutions Committee, comprising Englebert J. Farabaugh, chairman, Loretto, Pa., H. Wilson Price, Newark, Del., John W. Smith, Sudlersville, Md., and Arthur Waddington, Woodstown, N. J., meets on Saturday, November 22, for the study of all resolutions received up to noon of that day. They will go over these, approve or disapprove them according to their judgment, and pass their recommendations on to the delegate body for final

action. The Resolutions Committee will not be required to act upon unsponsored resolutions or resolutions which are received after November 22. Only regularly elected delegates may vote on resolutions or other business brought up at the meeting but discussion is open to all members.

Copies of the resolutions and the committee's recommendations on them will be prepared for the information and study of all delegates, but action on them will not be taken until the Tuesday morning session.

The banquet is scheduled for Monday evening, November 24, the principal speaker at this event being Millard E. Tydings, United States Senator from Maryland. Senator Tydings has shown a keen appreciation of agricultural problems. Although elected to the Senate on a party ticket, he has acquired a reputation for independent thinking and action, which marks him as a real statesman and a valued and trusted servant of the people.

#### The Women's Program

A special session is being held for Inter-State women on Monday morning, November 24, this meeting to be in the Washington room of the Benjamin Franklin Hotel. We expect to have speak at this meeting Mrs. Pauline Mack, Director of Research in Home Economics and Professor of Textile Chemistry at Pennsylvania State College. Professor Mack ranks high in the home economics field and she has a keen understanding of the needs and requirements for successful farm home management.

(Please turn to page 12)



## INTER-STATE MILK PRODUCERS REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phones, Walnut 3040-3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

### Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

F. P. Willits, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Treasurer  
O. H. Hoffman, Jr., General Manager  
A. Evans Kephart, Counsel  
F. P. Willits, Jr., Statistician

#### District

Directors, 1940-41  
1. Alvin K. Rothenberger, Worcester, Pa.  
2. Frederick Shangle, Trenton, N.J., R. 2  
3. J. M. Wheatley, Federalburg, Md.  
4. J. W. Keith, Centerville, Md.  
5. Fred W. Bleier, New Tripoli, Pa., R. 1  
6. H. K. Martin, Goodville, Pa.  
7. Furman H. Cyger, Kimberton, Pa.  
8. \*Leslie Ford, Newark, Del.  
9. \*Ralph E. Bower, Chesapeake City, Md.  
10. E. M. Crowl, Oxford, Pa.  
11. Fred A. Walls, Harbeson, Del.  
12. H. B. Stewart, Huntingdon, Pa., R. 4  
13. \*Howard W. Wickersham, Kelton, Pa.  
14. M. L. Stitt, Port Royal, Pa.  
15. J. S. Briggs, Yardley, Pa.  
16. John Carvel Sutton, Kennedyville, Md.  
17. \*Kenzie S. Bagshaw, Hollidaysburg, Pa.  
18. Coy E. Meakle, Everett, Pa., R. 3  
19. A. R. Marvel, Easton, Md.  
20. \*Charles R. Hires, Jr., Salem, N. J.  
21. \*B. H. Welty, Waynesboro, Pa., R. 4  
22. D. E. Witherspoon, Chambersburg, Pa.  
Honorary Life Member—F. P. Willits, Ward, Pa.  
\*Member of Executive Committee

#### FIELD DEPARTMENT

1. Ralph Zollers, Philadelphia, Pa., Director  
C. E. Cowan, Lancaster, Pa., Asst. Director  
C. Reynolds, Denton, Md., Asst. Director  
E. P. Bechtel, Trappe, Pa.  
J. J. Camp, Roaring Spring, Pa.  
E. C. Dunning, Chambersburg, Pa.  
Floyd R. Ealy, Broomall, Pa.  
Clayton L. Keen, Nottingham, Pa.  
H. D. Kinsey, Quakertown, Pa.  
J. T. Plummer, Lewistown, Pa.  
Louis F. Tomey, Centerville, Md.  
D. W. Winter, Glenside, Pa.

#### SECONDARY MARKET MANAGERS

Altoona—Huntingdon—J. J. Camp, Roaring  
Spring, Pa., Phone 118-M  
Lancaster—C. E. Cowan, County Extension  
Office, Lancaster, Pa., Phone 2-7977  
South Jersey—Floyd R. Ealy, County Extension  
Office, Woodbury, N. J., Box 334, Phone 800  
Trenton—Frederick Shangle, 19 W. State St.,  
Trenton, N. J., Phone 4083  
Wilmington—Floyd R. Ealy, 103 W. 7th St.,  
Wilmington, Del., Phone 2-7464

### What It Costs To Produce Milk

The three-man committee appointed to study costs of milk production in the New York shed, consisting of Dean C. E. Ladd of Cornell, Dean S. W. Fletcher of Pennsylvania and Dean Joseph L. Hills of Vermont, has issued its report, showing that the annual average cost of production is in excess of \$3.00 per hundred pounds of milk.

Their report was based upon a grain price of \$40.00 per ton, hay at \$12.00 per ton and farm labor

at 35 cents an hour. The cost was found to be about \$3.15 in New York and a few cents less in Vermont and Pennsylvania.

The report also states that if grain were figured at \$45.00 per ton the cost of milk production would be increased 7.5 cents per hundred pounds.

If 5 cents per hour were added to the labor rate, the cost of producing milk would be increased 12.5 cents per hundredweight. If hay were valued at \$18.00 per ton it would add approximately 20 cents per hundred to the cost of producing milk, according to this report.

### Anne P. Tomey

Inter-State folks were grieved to learn of the death, on October 24, of Mrs. Anne P. Tomey, wife of Inter-State Field Representative Louis F. Tomey, whose territory covers the membership in Districts 5 and 22. Death occurred in an Easton, Maryland, hospital, following an illness of several months.

Burial took place October 27 at Westford Hill, Connecticut, which is near Mrs. Tomey's girlhood home at Ashford, Connecticut.

### Who Started It?

In working in a milk market as large as Philadelphia we run across a lot of interesting information, including some misinformation. Occasionally we hear it said, or hear reports that it is said, that the Cooperative is not working for the best interests of members. A little careful analysis will show how utterly ridiculous such a statement is. It must be based on either misinformation or maliciousness, nothing else. If we analyze the function of the Cooperative we will soon see why such can not be the case.

Any true farm cooperative is organized by farmers to serve the best interests of its members. To do otherwise would mean that the officers and employees would either lose their jobs, and rightly so, or the organization would lose its members, which would mean no organization and no jobs and no chance to work for the members at all, whether for or against their best interests.

Think about it. Next time such a story comes to your attention, find out why it has been told, and who first told it. That last point will often-times give the real clue to the whole situation.

Nothing is easier than fault-finding; no talent, no self-denial, no character and no brains are required to set up in the grumbling business. —Robert West.

## MILK PRODUCERS REVIEW

### Resolutions Are Due Before Meeting Opens

In order that resolutions presented at the annual delegate meeting be given proper study and attention by the Resolutions Committee and by the delegate body, certain rules must be observed. The practice as followed last year seemed to work very smoothly and it has been recommended for the 1941 meeting. It is summarized as follows:

1. All resolutions must be in the hands of the committee by noon, Saturday, November 22.

2. Each resolution must be signed (a) if from a District or Local, by the president and secretary of that group; (b) if sponsored individually, by that individual.

3. Resolutions received on time will, at the direction of the Resolutions Committee, be mimeographed and copies given all delegates. They will take precedence over other resolutions.

4. Resolutions received after the deadline will not be mimeographed and will be presented from the floor by the sponsor only after other resolutions are disposed of.

Cooperation of members, delegates and Local officers on these points will insure smooth handling of all resolutions and will expedite and speed up the work of the delegate body.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, etc., required by the Acts of Congress of August 24, 1912, and March 3, 1933, of INTER-STATE MILK PRODUCERS' REVIEW, published monthly at Philadelphia, Pennsylvania, for October 1, 1941.

Before me, a notary public in and for the State and county aforesaid, personally appeared H. E. Jamison, who, having been duly sworn according to law, deposes and says that he is the Editor and Business Manager of the Inter-State Milk Producers' Review and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 337, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are: Publisher—Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia, Pa. Editor—H. E. Jamison, 401 North Broad St., Philadelphia, Pa. Managing Editor—None. Business Manager—H. E. Jamison, 401 North Broad St., Philadelphia, Pa.

2. That the owner is Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia, Pa. No stockholder owns as much as one percent of the total amount of stock. President—B. H. Welty, Waynesboro, Pa., R. 4. Vice-President—A. R. Marvel, Easton, Md. Secretary-Treasurer—I. Ralph Zollers, 401 N. Broad St., Philadelphia, Pa. 3. That the known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

H. E. JAMISON, Editor.

Sworn to and subscribed before me this 18th day of September, 1941. Ruth N. Shires.

(My commission expires May 6, 1944)

November, 1941

Inter-State members, E. S. Valliant, left, and J. O. Pippin, right, with friend Spencer Wright, all of Centerville, Md., caught these 90 pounds of rock fish in an hour's time one afternoon in early October.



### Personal Glimpses

Top honors in the Lancaster county corn husking contest went to Paul Van Cleve of Lancaster, R. 4, who won by an ear, with a total of 1617.6 pounds, or 23,108 bushels of corn, winning out over the next contestant by one-tenth pound, or one-thousandth of a bushel.

An automobile collision, in which his car was run into, caused the death of Howard J. Phillips of Sudlersville, early in October.

Robert Weicksel of Christiana proved his ability as a dairy cattle judge when he placed seventh among 81 boys who participated in the national 4-H dairy cattle judging contest, held in connection with the National Dairy Show at Memphis, Tenn., last month.

Director D. E. Witherspoon is mighty proud of his new granddaughter, born to Mr. and Mrs. John K. Singer of Waynesboro. Mrs. Singer is D. E.'s daughter.

When August DHIA records for New Jersey were compiled, the herd of John Kirby of Harrisonville led all the rest, with an average per cow of 48.3 pounds of butterfat from 1252 pounds of milk. The September report shows the herd of Charles H. Kirby, also of Harrisonville, in seventh place, with 36.3 pounds of butterfat.

The resignation of Harry E. Taylor, Freehold, as secretary of the New Jersey Farm Bureau was accepted on October 3. His resignation was offered because of ill health which has kept him from his desk for several months. His duties are being carried out by Amos Kirby, acting as assistant secretary until the annual meeting in January.

Recently Mrs. Wm. Hutchison of West Grove, Pa., swapped places for a week with Mrs. Wm. Murphy of Philadelphia. Mrs. Hutchison tried city life in a "row house" on Sansom Street, while Mrs. Murphy took up residence on the 200-acre Hutchison farm. Mrs. Hutchison thought that one week of city life was nice — but enough. Mrs. Murphy now thinks she would like to live on a farm.

### Are You?

Are you an active member.  
A co-operative Pal;  
Or are you just contented  
With the pin on your lapel?

Do you attend the meetings  
And mingle with the flock,  
Or do you always stay at home,  
And criticize and knock?

Do you take an active part  
To help the work along,  
Or are you satisfied to be  
The kind that "just belong?"

Do you help your fellow members  
To draft things out and plan,  
Or leave the work to just a few,  
Who do the bit they can?

Attend the meetings often,  
And help with hand and heart;  
Don't be just a member,  
Just think this problem over:  
You know the right from wrong.  
Are you an active member,  
Or do you just belong?

Author Unknown.

### New Jersey Boy Wins Milk Judging Contest

Wm. Saunderson of Quinton, N. J., placed first in the milk judging contest for vocational agriculture students, held in connection with the recent national convention of the Future Farmers of America (F.F.A.) at Kansas City. This competition was open to state champion teams from all parts of the country and the New Jersey team, consisting, in addition to Mr. Saunderson, of Theodore Semszyzyn of New Egypt and Henry Stanley of Westville, placed third, the teams from Mississippi and Nebraska taking first and second places respectively. In the same contest Calvin Will of Somerset, Pa., placed fourth in the ranking of individual contestants.

The dairy cattle judging contest was won by an Idaho team and Nelson Martz of Dalmatia, Pa., was twelfth highest individual in the contest, also placing seventh in the judging of Holsteins.

Glenn Simmonson of Mifflintown ranked sixth in judging livestock at this exposition. The Pennsylvania Association of Future Farmers was awarded a bronze plaque for its outstanding Future Farmer program of the past year.

At the same convention S. Pennewill Isaacs of Lincoln, Del., was elected secretary of the national organization of the Future Farmers of America. Pennewill is now a sophomore at the University of Delaware and is a past president of the Delaware chapter of the F.F.A. The national F.F.A. has a membership of approximately 250,000.

### 4-H "Clubbers" Perform at National Dairy Show

Eighteen 4-H boys and girls from this section of the country are home from Memphis, where they obtained a real education in dairying and also enjoyed themselves thoroughly at the 1941 National Dairy Exposition. Not only did these young folks enjoy a good trip, but many of them gained real honors in the 4-H contests held in connection with the Show.

In the dairy production division of the 4-H demonstration contest the team from Maryland took first honors for the northeastern section of the country. The teams from Pennsylvania and New Jersey each received red ribbon awards, indicating the second highest rating obtainable. This is the third consecutive year that the Maryland team has taken highest sectional honors. Edwin and George Fry, brothers, of Laytonsville, comprised the winning team. They demonstrated the proper method of caring for a milking machine and were each awarded college scholarships valued at \$250.00 each.

Pennsylvania was represented in this contest by Robert Crist of Jersey Shore and Eugene Mutchler of Cogan Station, who demonstrated the cleaning of dairy utensils. The New Jersey team was Heston Woolf and Ernest Vargo of Phillipsburg.

The 4-H dairy cattle judging contest resulted in the Maryland team placing ninth in competition with 27 other teams, Pennsylvania placing thirteenth and New Jersey fifteenth. The Maryland team ranked first in the judging of Guernseys, while Robert Weicksel of Christiana, Pa., with 1216 points, ranked seventh as an individual in the entire contest.

Interest in 4-H dairy demonstration work in these states is largely the result of the work of Inter-State which, a few years ago, offered small cash donations to help defray the expenses of this work within the states. The expenses of these teams have been met partly through these donations and partly through donations of other dairy cooperatives operating within these states.

When Christopher Columbus discovered America he didn't realize he was getting the whole world into debt.



### Prices Paid for 4.0% Milk

Weighted Averages, September, 1941

#### F. O. B. Philadelphia

Abbotts Dairies	3.04
Baldwin Dairies	2.912
Breuninger Dairies	3.11
Engel Dairy	2.95
Harbisons' Dairies	3.01
Hutt Dairies	2.72
Missimer-Wood-Narcissa	2.97
Scott-Powell Dairies	2.86
Supplee-Wills-Jones	2.90
Sypherd's Dairy	3.01

#### F. O. B. Wilmington

Blue Hen Farms	2.80
Clover Dairy Company	2.92
Fraim's Dairy	2.88

#### New Jersey Prices

	F. o. b. market, cwt. of 3.5% milk.	Class I	Class II	Class III
Sept.	\$2.85	\$2.22	\$1.48	
Oct.	3.37	2.22	1.43	

Class I price in northern New Jersey markets was \$3.00 per cwt. of 3.5% milk, f. o. b. farm, in September.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

### Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Price orders in several Pennsylvania markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Average price New York 92-score butter Cents Per Pound

	First Half	Last Half	Monthly
September	36.83	37.04	36.94
October	36.23	35.17	35.65

MARKET	SEPT.	OCT.
Phila. & area *11	\$1.58	\$1.53
Areas 4, 16, 9, 10, 14	1.53	1.48
Wilmington	1.58	1.53

\*Area 11 price Sept. 1-15—\$1.53.

† Class III price in Area 6 (except Chester Co.), Oct. 7-31—\$1.53.

The September average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

### Price and Percentage Corrections

Adjustments in payments to producers have been made since the October Review went to press. On the basis of these adjustments the price paid by Baldwin Dairies was increased 2.3 cents per hundredweight on July milk, making the net price of 4 percent milk f.o.b. Philadelphia \$2.597 per hundredweight. A 10.2 cent adjustment in August made that price \$2.802. The August percentage in Class I, Zone 1, was 55.44, and Zone 2, 6.44 for "B" milk.

### Classification Percentages—September, 1941

#### PHILADELPHIA MARKETING AREA

	Class I	Class II	Class III	Bonus to "A" Producers
Zone 1	Zone 2	II	III	
Abbotts Dairies	74.25	5.25	18	2.5
Baldwin Dairies "A"	80.58	7.58	0	11.84
" " "B"	66.07	6.94	15.26	11.73
Breuninger Dairies	82.65	1.38	15.63	34
Duncan's Dairies	x	87.17	12.83	0
Engel Dairy	0	85	10	5
Harbisons' Dairies	77	0	19	4
Hernig, Peter, Sons	57	0	43	0
Hill Crest Farms	x	82.03	17.97	0
Johnson, J. Ward	x	84.51	13.65	1.84
Martin Century Farms	x	87.40	9.20	0
Miller Flounders	x	84.14	15.86	0
Missimer-Wood-Narcissa	44.2	34.3	17.48	4.02
Nelson Dairies	x	71	24	5
Scott-Powell Dairies	58.75	5.25	33.5	2.5
Supplee-Wills-Jones	49.64	18.36	30	2
Sypherd's Dairy	80.4	0	8.1	11.5
Turner & Wescott	59	0	40	1
Wawa Dairies	x	71	14	15

#### DELAWARE AND OTHER PENNSYLVANIA

	Class I	Class II	Class III	Bonus to "A" Producers
IA	II	III		
Blue Hen Dairies	74.4	x	17.3	8.3
Clover Dairy Co.	84.42	x	12.33	3.25
Eachus Dairies	82	9	9	0
Everett Milk & Ice Cream	36	1.5	41.1	21.4
Fraim's Dairies	80.89	x	13.59	5.52
Hoffman's (Altoona)	29	6	64	b
" (Bedford)	33	13	54	0
" (Huntingdon)	29	6	64	b
May's Dairy	61	1	10	28
Mt. Union S. Milk Co.	85	9	0	6
Penn Cress Ice Cream Co.	34.1	2.2	63.7	0
Penn Reed Milk Co.	65	0	35	0
Stegmeier, Clayton	62	4	34	0
Chas. G. Waple Dairies	90.1	8.1	0	1.8
Williamsburg Dairy	95	5	0	0

#### NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess
Abbotts Dairies	105	0	Balance
Scott-Powell Dairies	c95.9	4.1	Balance
Supplee-Wills-Jones	100	0	Balance

a 2.88% Class I and 0.52% Class IA in Area 6 @ \$2.70 and \$2.20 respectively.

b One percent of milk was paid for in Class V @ \$1.58.

c "A" bonus paid on 64% of norm.

x This class does not apply.

### Feed Price Summary for October, 1941

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers

Ingredients	Oct. 1941 (\$ per T.)	Sept. 1941 (\$ per T.)	Oct. 1940 (\$ per T.)	% Change Oct., 1941 compared with Oct., '40
Wheat Bran	41.14	40.12	29.54	+2.54
Cottonseed Meal 41%	51.83	52.51	36.07	+1.29
Gluten Feed 23%	38.73	35.85	30.28	+8.03
Linseed Meal 34%	42.56	41.30	32.51	+3.05
Corn Meal	39.64	41.68	35.63	-4.89
Mixed Dairy Rations 16%	41.14	41.24	32.78	-0.24
" " 24%	49.94	46.83	37.51	+6.64
" " 32%	53.83	51.33	40.68	+4.87
Brewer's Grains	38.51	37.18	31.02	+3.58

Breuninger Dairies also paid the full Zone I price on all Class I milk sold in that zone, making the July average \$2.797 and the August average \$2.994, f.o.b. Philadelphia, on 4 percent "B" milk. In July .33 percent and in August 1.39 percent of the milk was sold in Zone 2, the remainder of

Class I in Zone I. The blended price at Richlandtown, after adjustments, was \$2.508 in July and \$2.71 in August. The Class I price paid by Turner and Wescott in August was based on the Zone I price instead of the Zone 2 price, as reported in the October Review.

### Prices 4% Grade "B" Milk (Prices quoted are f. o. b. Delivery point)

September Averages and September and October Schedules. (Explanatory notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price September	Class I Price Sept. & Oct.	Class II Price September	Class III Price October
Philadelphia Dealers	Philadelphia, Pa.	see page 6	*\$3.30	\$2.14	\$2.08
Wilmington Dealers	Wilmington, Del.	see page 6	3.09	2.14	2.08
Abbotts Dairies	Coudersport, Pa.	2.68	*2.70	2.06	2.00
" "	Curryville, Pa.	2.65	*2.79	2.07	2.01
" "	Easton, Md.	2.70	*2.88	2.09	2.03
" "	Goshen, Pa.	2.75	*2.95	2.09	2.03
" "	Kelton, Pa.	2.77	*2.97	2.10	2.04
" "	Oxford, Pa.	2.77	*2.97	2.10	2.04
" "	Port Allegany, Pa.	2.68	*2.70	2.06	2.00
" "	Spring Creek, Pa.	2.65	*2.66	2.05	1.99
" "	Richlandtown, Pa.	2.80	*2.94	2.09	2.03
Breuninger Dairies	Centerville, Md.	2.60	3.12	2.14	2.08
Centerville Producers' Co-op.	Springfield, Pa.	2.99	2.85	1.87	1.81
Duncan's Dairy	West Chester, Pa.	2.71	x2.70	x1.85	1.80
Eachus Dairies	Everett, Pa.	2.51	*2.94	2.09	2.03
Everett Milk & Ice Cream Co.	Brantsville, Pa.	2.72	*2.94	2.09	2.03
Harbisons' Dairies	Byers, Pa.	2.72	*2.94	2.09	2.03
" "	Carlisle, Pa.	2.72	*2.88	@2.09	@2.03
" "	Hurlock, Md.	2.68	*2.94	2.09	2.03
" "	Kimberton, Pa.	2.72	*2.90	@2.10	@2.04
" "	Massey, Md.	2.69	*2.82	2.08	2.02
" "	Millville, Pa.	2.63	*2.90	@2.10	@2.04
" "	Sudlersville, Md.	2.69	*2.96	1.87	1.81
" "	Altoona, Pa.	—	*2.90	2.09	2.03
Harshbarger Dairy	Boiling Springs, Pa.	2.55	—	—	—
Hernig, Peter, Sons	Greencastle, Pa.	2.45—2.45	2.85	1.87	1.81
Hershey Creamery Co.	Doe Run, Pa.	—	3.12	2.14	2.08
Highland Dairy Co.	Eddington, Pa.	2.94	2.96	1.87	1.81
Hill Crest Farms	Altoona, Pa.	2.22	x2.70	x1.85	1.80
Hoffman's	Bedford, Pa.	2.12	*2.70	1.85	1.80
" "	Huntingdon, Pa.	2.12	3.12	2.14	2.08
Johnson, J. Ward	Woodlyn, Pa.	2.96	3.12	2.14	2.08
Martin Century Farms	Lansdale, Pa.	3.01	2.96	1.87	1.81
May's Dairy	Altoona, Pa.	2.44	3.12	2.14	2.08
Miller-Flounders Dairy	Chester, Pa.	2.96	2.70	1.85	1.80
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.57	3.12	2.14	2.08
Nelson Dairies	Jeffersonville, Pa.	2.81	—	—	—
New York City Buyers	201-210 Mile Zone	2.74	3.12	2.14	2.08
Pebble Hill Farm	Doylestown, Pa.	—	2.96	1.87	1.81
Penn Cress Ice Cream Co.	Cresson, Pa.	2.25	*2.92	2.10	2.04
Scott-Powell Dairies	Clayton, Del.	2.60	*2.98	2.10	2.04
" "	New Holland, Pa.	2.64	*3.03	2.10	2.04
" "	Pottstown, Pa.	2.67	*2.76	2.08	2.02
" "	Snow Hill, Md.	2.49	—	—	—
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.65	2.96	1.87	1.81
Stegmeier, Clayton	Tamaqua, Pa.	2.54	*2.79	2.07	2.01
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.55	*2.87	2.08	2.02
" "	Chambersburg, Pa.	2.61	*2.81	@2.09	@2.03
" "	Hagerstown, Md.	2.60	*2.90	@2.09	@2.03
" "	Harrington, Del.	2.60	*2.85	2.08	2.02
" "	Huntingdon, Pa.	2.59	*2.99	2.10	2.04
" "	Leaman Place, Pa.	2.69	*2.87	2.08	2.02
" "	Lewistown, Pa.	2.61	*2.87	2.08	2.02
" "	Mercersburg, Pa.	2.61	*2.90	@2.10	@2.04
" "	Mt. Pleasant, Del.	2.61	*2.87	@2.09	@2.03
" "	Nassau, Del.	2.59	*2.79	@2.09	@2.03
" "	Princess Anne, Md.	2.53	*2.90	@2.10	@2.04
" "	Townsend, Del.	2.61	*2.87	2.08	2.02
" "	Waynesboro, Pa.	2.61	*2.90	@2.09	@2.03
" "	Worton, Md.	2.60	*2.85	1.87	1.81
Swavely, H. R. Dairy	Pottstown, Pa.	—	—	—	—
Sylvan Seal Milk Co. (Del.)	F. O. B. Farm	2.55	*2.97	2.10	2.04
Turner & Wescott	Glen Roy, Pa.	2.61	3.12	2.14	2.08
Walnut Bank Farms	Quakertown, Pa.	2.80	2.70	1.85	1.80
Charles G. Waple Dairies	Tyrone, Pa.	2.64	3.12	2.14	2.08
Wawa Dairy Farms	Wawa, Pa.	2.68	—	—	—

\* A Class I-A Price of \$2.20 per cwt. of 4% milk applies in these markets.

This price applies to that part of the Class I milk sold in Zone I of the Philadelphia Milk Marketing area—the price of that part of the Class I milk sold in Zone 2 being 18 cents less per hundred pounds.

This is the price Inter-State is insisting that the out-of-state receiving station buyers pay to members in order that the price be uniform both within and without Pennsylvania. As yet this has not been agreed to by the buyer.

x Class I price was \$2.58, Class II price was \$1.87, September 1-15; Class IA price was \$2.30, Sept. 16—Oct. 31.



## Secondary Market

### WILMINGTON

In his report at the monthly meeting of the Wilmington Marketing Committee on October 23, Market Manager Floyd R. Ealy stated that milk was scarce, with some dealers securing milk or cream from outside sources. Several producers have recently changed from independent buyers to buyers approved by Inter-State and are benefiting through Inter-State's services and guarantees.

The blended price of one Wilmington dealer in September was 65 cents above September a year ago and 30 cents above August, 1941. Another dealer's price was 48 cents above September, 1940, and 23 cents above August, while a third dealer was 40 cents above September of last year and 16 cents above the August price. Much of this increase was due to moving some of the milk from Class III to Class II.

Work has continued to go forward on the preparation of a proposed Federal marketing order for Wilmington and it is hoped that the hearing can be held shortly after the Philadelphia hearing.

The Townsend Local meets in the Townsend School on November 7 and the Kirkwood and Newark Locals meet at the University of Delaware on November 11. Watch for your notices and come out.

### TRENTON

Production in the Trenton area has dropped off considerably during recent weeks. With a few exceptions, however, there seems to be sufficient milk to take care of the consumer demands.

The percentage of milk being paid for at the Class I price has been increasing gradually during recent months. This has been helped further by a 10 percent increase, on October 1, of the norms of those producers who were shipping in excess of their norms, thus giving those producers a better average price on all their milk.

### LANCASTER

The Lancaster Inter-State Advisory Committee met on October 18 for its regular meeting and to make plans for the conference before the Attorney General, for consideration of the provisions in the new order for the Lancaster area. This conference was held on October 20 and it was then revealed that the order carried price increases of



M. L. Plank, Royersford, Pa., vouches for the ability of little Jimmy Reed, a neighbor, to pick the good ones.

20 cents on Class I, 10 cents on Class IA, 24 cents on Class II (based on October butter prices) and 5 cents on Class III.

The order was protested but was not then appealed. The protest was on the grounds that the increase was inadequate and not in line with testimony placed upon the record of the hearing, showing that the increased prices would not cover cost of production. The committee requested that a new hearing be held as soon as possible, so as to adjust producer prices in line with production costs.

The schedule of classes, percentages and prices on which producers were paid for their milk going to New York during September follows:

Classes	Percentages	Prices
I	45.67	\$2.880
I Outside	5.70	2.740
I Relief	1.34	2.310
II-A	13.92	2.504
II-B	6.40	2.384
II-C	2.78	2.330
III	16.69	2.230
IV-A	6.29	1.787
IV-B	1.21	2.156

The blended price, after deductions and adjustments, was \$2.54 per cwt. for milk of 3.5 percent butterfat, f.o.b. the 201-210 mile zone, the Lancaster price being \$2.575.

### SOUTH JERSEY

The marketing committee met on October 21, with every member present, and the complete advisory committee met that evening. The combined business meeting of the Mullica Hill, Woodstown, Salem, Bridgeton and Deerfield Street Locals will be held at the Daretown School at 8:00 P.M., November 21. The Burlington County Local will meet on October 29. Market conditions will be discussed and the business of the Locals taken up, including the election of officers and delegates.

### MILK PRODUCERS REVIEW

At the meeting of the marketing committee, norm plans were discussed and the retention of norms was favored, the norms to be based on a 10-month average, omitting May and June. It is probable that this subject will be discussed at a hearing before the Director of Milk Control.

Hauling problems were discussed at the meeting, a result of the recent order setting the prices f.o.b. the plant, with a 15-cent maximum hauling charge for distances up to 30 miles. Higher rates must be approved by Director Foran.

Market Manager Ealy discussed the briefs presented before the Milk Control Board on August 4, August 20 and September 30. Price orders have been issued on Classes I and II, which were very much in line with Inter-State's recommendations, but as yet there has been no change in the Class III price.

It was pointed out that the proposed Federal order for Philadelphia would help those New Jersey producers who were selling to independent Philadelphia buyers and that it would not hurt any New Jersey producer. It was urged that members bring this to the attention of their neighbors.

Two dignitaries of the church and a layman were golfing one day recently. One rector made a particularly bad shot and the layman asked: "Don't you feel like swearing when that happens?"

And the rector replied with heat: "I don't swear, but I spit—and where I spit no grass ever grows."

"Cleanliness is next to godliness" and cooling next to cleanliness, when it comes to looking after your milk.

### Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during September, 1941.

Farm Calls	1337
Non-Farm Calls	273
Butterfat Tests	4098
Plants Investigated (first half Sept.)	21
(second half Sept.)	26
Herd Samples Tested	593
Brom Thymol Tests	1084
Miscroscopic Tests	996
Membership Solicitations	266
New Members Signed	21
District Meetings	3
Attendance	200
Committee Meetings	6
Attendance	52
Other Meetings	14
Attendance	839

November, 1941

## "What This Country Needs"

### The Dairy Council Sponsors An Institute to Discuss the Nation's Nutrition Problems

THOMAS MARSHALL, onetime Vice President, once said, "What this country needs is a good five-cent cigar." But if he were alive today and still had his same humorous interest in national affairs, he would probably revise that statement and declare, "What this country needs is a good, square meal."

Square, that is, not so much in quantity as in quality. When 50 percent of the young men in the nation are found unfit for military service and when many of these rejections are traced to nutritional deficiencies, something must be wrong.

That was the conclusion of the National Nutrition for Defense Conference in Washington last spring. And that was the reason for the organization of similar nutrition councils in states and cities throughout the nation. Their purpose? To make the public nutrition-conscious.

In support of this movement, the Dairy Council inaugurated a Nutrition Institute to be held at the Bellevue Stratford Hotel, Broad and Walnut Streets, on Saturday, November 8. All those interested in the problems of national nutrition are invited to attend.

Cooperating with the Council in this program are such organizations as The Philadelphia County Medical Society, The Philadelphia Dietetics Association, The Philadelphia Home Economics Association, The Philadelphia County Dental Society, The Philadelphia Federation of Women's Clubs, The Philadelphia Department of Public Health, The Council of Social Agencies, The Civilian Volunteer Registration Office, The American Association of University Women, and The Philadelphia Council for Defense.

"What Every American Should Know About Nutrition" will be the subject of an address by Dr. Lydia J. Roberts, Professor of Nutrition and Chairman of the School of Home Economics, University of Chicago, at the morning session which opens at 9:30 A.M. Miss Helen C. Goodspeed, Director of Home Economics, Philadelphia Public Schools, will have charge of the meeting.

A forum discussion on "What Are the Ways and Means of Carrying

Nutrition Education into This Community?" will follow at 10:15 A.M., led by Miss Grace Godfrey, Dean of Home Economics, Drexel Institute of Technology. The forum group will be made up of representatives of the sponsoring organizations and discussion from the floor will be encouraged.

Luncheon at 12:30 P.M. will feature Dr. Mary de Garmo Bryan, Director of Institutional Management, Teachers College, Columbia University, speaking on "Americans Who Eat Away From Home." Miss Frances L. Hoag, nutritionist for the Dairy Council, will preside.

Federal, state, and local organizations will conduct exhibits on nutrition and related subjects. The Nutrition Council itself will display new food requirements.

Although not expected to reach any definite conclusion about the nation's nutritional deficiencies, the Institute hopes to bring about the organization of a city-wide program to better the food habits of the public. And if it can succeed in this, it will be well on the way to solving the problem of "What this country needs."

Never let a difficulty stop you; it may be only sand on your track to prevent your skidding.



Dr. Mary de Garmo Bryan, Luncheon Speaker for the Nutrition Institute

## Cream Lines

Robert C. McKinley, speaker for the Council, is being "loaned" to South Bend and Indianapolis Dairy Councils this month to conduct health programs in their Junior and Senior High Schools. Mr. McKinley spoke in South Bend the week of October 27 and will be in Indianapolis the week of November 3. He is presenting his musical monologue, "Health Notes."

Myra Boucher Keller will conduct a dramatic program of puppet shows in Johnstown during November and December. Mrs. Keller is the former Miss Myra Boucher who became the bride of Charles O. Keller of Grantsville, Md., at an informal wedding in Old St. Georges Church, Philadelphia, on Saturday, September 13. Prior to her marriage, she had been associated with the dramatic department for 16 years and was well known throughout the territory where the Council functions. She will reside in Grantsville and expects to continue her Council work in both Altoona and Johnstown this winter.

Succeeding Miss Boucher as supervisor of dramatics is Miss Virginia A. Meyer, former director of television for Philco Radio and Television Corporation. In April, 1941, she was described in the "Interesting People" section of the "American Magazine" as the only woman television director in the country.

Miss Meyer received her A.B. degree from Ursinus College in 1934, taught English at Rittenhouse Junior High School in Norristown, and then did graduate work and received her Certificate of Production from the Drama Department of Yale University.

Miss Louise Everts has had a lot of experiences in connection with her Dairy Council dramatic work. But a recent episode, in her opinion, tops them all.

Miss Everts was directing and taking part in the play "So You Want To Be A Star" at a city High School. Time for the performance found one of the members of the cast unexpectedly absent. But even this did not stump Miss Everts. She collared a substitute for the absentee, showed him where and how to stand on the stage, and put the play over by speaking two parts, both his and her own, throughout the performance.

Proving that a prophet is not always without honor in his own country, Clifford "Happy" Goldsmith and his "Henry Aldrich" radio story were presented to a capacity crowd at the Philadelphia Forum program in the Academy of Music on October 23. Following the radio broadcast of the Aldrich serial, Mr. Goldsmith spoke on the difference between writing for the stage and radio.

The Zoo's Model Dairy Barn has a new inmate this month—a Holstein heifer calf. This is the first calf born at the barn as a result of artificial insemination.

One of the Good Neighbor Recipes included in the Council's new South American menu folder:

**PUDIN DE COCO**  
(Coconut Cream Tapioca)  
1 quart milk 4 egg yolks  
1/2 teaspoon salt meringue  
4 tablespoons minute tapioca 1/2 cup sugar  
1 cup sugar 4 egg whites  
1/2 cup coconut 1/2 cup coconut  
Scald milk in double boiler. Add salt and tapioca and cook 15 minutes. Mix sugar, coconut, and slightly beaten egg yolks. Combine with tapioca mixture and stir well. Cook until slightly thickened. Pour into greased baking dish. Beat egg whites until stiff and fold in sugar. Pile on top of tapioca and cover with coconut. Bake in slow oven 15 minutes or until golden brown.



# Inter-State "Carries the Ball"

## Present Producer Testimony at 4-Day Hearing

INTER-STATE again had the distinction of presenting practically all of the producer testimony at the hearing held in Philadelphia, October 15-18, by the Pennsylvania Milk Control Commission.

Inter-State's brief was presented by F. P. Willits, Jr., statistician, and was based upon economic conditions as they existed during early October. The brief required twenty type-written pages and was substantiated by a large number of tabulations of cost and other data which affect producers' expenses and returns.

### Labor Costs Are Up

Figures were presented, showing increases of 20 to 28 percent in farm labor costs throughout the Philadelphia milk shed, to which must be added the handicaps forced upon milk producers through being compelled to hire less skilled labor and to use more mechanical equipment, which is rising in cost and is becoming more scarce under the defense program.

A record of temperature and rainfall was presented, showing that moisture deficits had been experienced over most of the milk shed during the 1941 growing season, especially in the spring and fall months.

This situation combined with abnormally warm weather the past several weeks, has resulted in very poor pastures during the fall season and is requiring, in many cases, barn feeding on a winter basis. Hay yields were cut sharply by the hot, dry spring experienced in this milk shed.

### Feed Prices Soar

Feed costs in general have risen sharply, being 14 to 29 percent higher in October than the 1940 yearly average and as much as 44 percent higher than in October, 1940. Grains have shown similar sharp advances, all of which have added materially to the cost of milk production.

The costs of production for 1940, as determined by W. L. Barr of Pennsylvania State College, were placed upon the record, and to each of these costs was added, whenever available, the added cost now prevailing, as determined from surveys and government reports. This showed a cost of \$2.72 per hundred pounds of 4 percent milk, which would represent bare cost of production, including both high-cost and low-cost seasons. However, as we are already entering the season in which production costs are the

greatest, this figure was increased by 12.4 percent, as representing the extra cost of production from November to April. This was determined from reports published by the New Jersey Agricultural Experiment Station. On this basis the total cost of production during the winter months is \$3.06 per hundred pounds of milk.

As this is the f.o.b. farm price, the cost of marketing and shipping the milk must be added to get a price f.o.b. the market. In addition, it was considered only fair that producers be allowed at least a small profit on their operations. These considerations would make the weighted average price of 4 percent milk \$3.43, f.o.b. the market.

### Purchasing Power

Extensive data was also placed upon the hearing record, showing increases in income to city workers, reliable information showing that their weekly earnings in August were about 21 percent greater than a year earlier. It was pointed out, also, that in 1929 an hour of labor would buy 5.79 quarts of milk, while in August, 1941, an hour of labor would buy 6.2 quarts of milk, notwithstanding the increase in price effective on July 25.

Recommendations to the Commission called for increases in the price of Class I, Class II and Class III milk, the elimination of zone differentials as far as they would affect producer prices, and no change in the method of paying bonuses and premiums for special grades of milk. The specific recommendations follow:

### Class III Recommendations

"With respect to Class III milk, we reiterate our recommendation made at the hearing of June 19, 1941, in which we proposed that this class be limited strictly to butter. It will be recalled that at that hearing we suggested that limitations be placed upon the indiscriminate use of milk for butter. . . . We, therefore, recommend that the price for Class III milk be altered from its present formula to the formula of butterfat content of milk times the monthly average price of 92-score butter at New York, plus 20 percent. This allows the butter manufacturer his skim milk for handling.

### Class II Recommendations

"We recommend for Class II milk a price per pound of butterfat calculated by dividing by 3.5, after adding 10 cents to the average of prices reported to the United States Department of Agriculture as paid to farmers for 3.5 percent milk used in evaporated milk bought or received at the following places: (The list of 20 condensaries was carried in the October Review, page 11.)

"Our reason for proposing this, we believe, is obvious. First of all, evaporated milk, not cream and butter, is ruling the markets at this time. Second, midwestern buyers of milk for fluid cream must meet this price or the milk of their producers generally will move away from them to condensaries and evaporated milk plants. Third, a similar formula has been established for milk produced in the New York milk shed for sale for similar uses in the Philadelphia area. Fourth, this price, which in September approximated \$2.55 was very close to the price paid by local manufacturers and evaporators."

### Class I Recommendations

The recommendation for Class I milk was that this price must be such that considering the prices recommended for Classes II and III and the volumes of milk used in each class as shown by records in possession of or available to the Milk Control Commission, producers will be returned a blended price which will average at least their cost of production which, as shown above, is \$3.43 per hundred pounds of 4 percent milk.

### Zone Differentials

"Inter-State's members are extremely unhappy with the zone scheme initiated in Order A-73, effective July 25. It is generally assumed that producers received an increase of 32 cents per hundredweight on their Class I milk under the terms of that order. This 32 cents per hundredweight, however, is required to be paid only by those dealers having plants located in what the order terms Zone I of Area I, which is the strictly metropolitan part of Philadelphia. . . .

"As a result of this ruling very few producers receive the full 32-cent Class I increase provided for in Order A-73 and a considerable number of producers receive only 14 cents more per hundredweight for Class I milk than they were receiving prior to the issuance of this order.

"We have no choice but to protest vigorously a continuation of this present scheme and we believe that that can be quite effectively done by repeating our statement made before the Commission during the hearing held in this hotel on June 19, in which we said, 'We have no objection to any reasonable differentials which may be established in this area, provided, of course, that a case be made for them. However, we must insist that these differentials shall not be saddled on producers and we have no alternative, but to oppose most seriously having any such adjustments paid out of our pockets.'"

## Your Opinion

bears real weight when, as a member, you express it at the Inter-State Annual Meeting.

Be there on November 24-25. Bring your wife.

## Women's Session Monday, November 24, 1941

10 A. M.

### BENJAMIN FRANKLIN HOTEL

President—MRS. H. WILSON PRICE, Newark, Del.  
Chairman, Women's Committee

Group Singing . . . . . By Inter-State Women  
MRS. HELEN T. ASTLE, Song Leader

Dramatic Skit . . . . . LOUISE EVERTS  
Staff member of Philadelphia Inter-State Dairy Council

Speaker to be announced

Solo . . . . . MRS. JEANNE WILLITS  
Group Singing . . . . . Inter-State Women

### Women's Committee

MRS. H. WILSON PRICE . . . . . Newark, Del.  
MRS. RUSSELL B. JONES . . . . . Westtown, Pa.  
MRS. HELEN T. ASTLE . . . . . Rising Sun, Md.  
MRS. LUCY M. BUTLER . . . . . Middletown, Del.

## Calendar of Events

(Continued from page 2)

as permitted under the Agricultural Marketing Act which suspends the anti-trust laws in such cases.

October—Production costs still soaring. Practically no feed available from pastures. Feed prices up 4 to 18 percent in month. (See Oct. Review.)

Production costs go still farther ahead of milk checks.

October 1—The Chairman of the Milk Control Commission informs Inter-State by letter that Commission will join with Dairy Division in holding a hearing at Philadelphia and can participate in such hearing any time after October 16.

October 4—Inter-State hears that Milk Control Commission will hold a hearing on October 15, to discuss the zone differential issue, which was the subject of court appeal by certain handlers, and possibly, also, the school milk issue.

October 6—Milk Control Commission issues notice of hearing to be held at Philadelphia on October 15, to discuss area boundaries, prices, zone differential and related subjects. This is the hearing requested by Inter-State on July 7.

October 13—Secretary of Agriculture issues notice of Federal hearing at Philadelphia on petition of

Inter-State Milk Producers' Cooperative, to open October 23.

October 15—Pennsylvania Milk Control Commission issues notice of hearing on October 23 and of joining with the Dairy Division of the USDA in the hearing already announced by it.

October 15—Pennsylvania Milk Control Commission hearing opens. Producers again enter cost of production data and, except for about five minutes, only producer testimony was that presented by Inter-State.

October 16—Hearing continues.

October 17—Hearing continues—until 1:30 A.M. next day.

October 18—Hearing pushed to conclusion at 2:30 P.M. on Saturday.

October 23—Counsel for dealers petitions for delay in start of actual testimony until October 28 as many of the dealers are attending National Association of Milk Dealers Convention at Toronto, Canada.

October 28—Hearing gets under way. George Bishop, witness for USDA, presents background of economic information. O. H. Hoffman, Jr., presents Inter-State proposal and a discussion of it. Followed by cross-examination.

October 29—Cross-examination of O. H. Hoffman, Jr., continued entire day, except for interludes of bickering over technical legal



The real harvest from that hard work last June comes this winter when Leon Heil's dairy herd converts that hay into milk. Mrs. Leon Heil, Alloway, N. J., sent the picture.

points.  
October 30—Mostly the same as the day before.

A request by Milk Control Commission, objected to by Inter-State because hearing was already subjected to numerous delays, that there be no hearing the following Monday or on Tuesday (Election Day) or on Wednesday, Thursday or Friday, because of two other state hearings, one of which was requested by Inter-State in April.

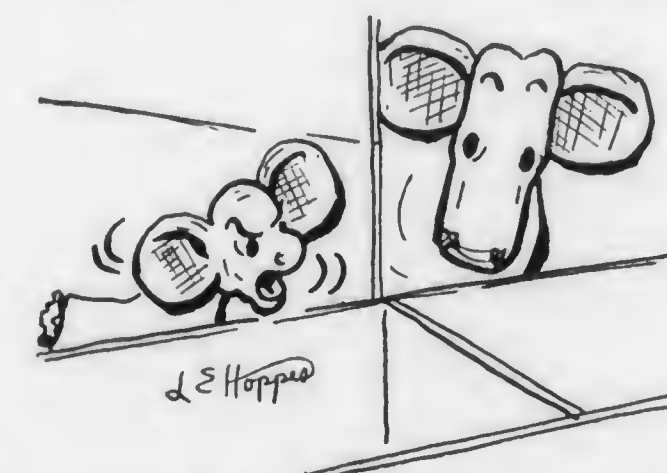
Announced that recess will extend from 1:00 P.M., Friday, October, 31, to 10:00 A.M., Monday, November 10.

October 31—Cross examination of Mr. Hoffman concluded in mid-forenoon, which permitted just enough time for Inter-State's statistical brief to be presented before recessing.

Request made by Inter-State counsel that counsel for dealers provide certain essential information when the hearing reconvenes.

November—Still no price adjustment. Producer losses continue to pile up.

Come to the Annual Meeting—the program will be interesting



"Gosh I wonder if there isn't somethin' else a cow can do besides follow a milk career!"



## CALL TO MEETING Philadelphia Inter-State Dairy Council

A meeting of the Board of Directors of the Philadelphia Inter-State Dairy Council will be held Tuesday, November 25th, at 2:00 P.M., in the Benjamin Franklin Hotel, Chestnut at Ninth Street, Philadelphia, Pa., for the purpose of electing officers and the transaction of such other business as may be brought before the meeting.

(Signed) E. G. LECHNER, Secretary

## Commission Issues New Orders

NEW price orders have been issued by the Pennsylvania Milk Control Commission covering several marketing areas in the state. An order for Area 5, Scranton and vicinity, became effective on October 21, increasing the Class I price of 4 percent milk by \$.35 to \$.31 per hundredweight. The Class I-A price remained the same at \$.23. The formulae for Classes II and III were each changed so as to increase the price by \$.05 per hundredweight. The hearing on this order was held September 23.

Effective the same date a new order divided Area 7, Erie and vicinity, into two zones, increasing the producer price of Class I milk by \$.24 to \$.32, in Zone 1, with no Class I change in Zone 2. The Class I-A price remained at \$.23 and the formula for Class II was increased by \$.05 and for Class III by \$.20 per hundred pounds. The hearing for this area was held on September 24.

A new price order was issued for certain parts of Area 6 (not including that part of the area in Chester county), effective on October 7, following the hearing held at Allentown on September 12. The new order increases the Class I price in that area by \$.26 to \$.29, the Class I-A price by \$.10 to \$.23 and the formulae for Classes II and III by \$.20 and \$.05, respectively.

Following the hearing at Huntingdon on September 5, a new price order became effective for Area 10 on November 1, increasing the Class I price by \$.26 to \$.29 for 4 percent milk and increasing the Class I-A price from \$.20 to \$.23. The formula for Class II milk was increased by \$.25 and the formula for Class III by \$.05 per hundred pounds. This is the first general price adjustment in that area since February 16, 1940.

A new price order for Area 14, Lancaster, also became effective November 1, following the hearing on September 10. The Class I price was increased \$.20, to \$.35 per hundred pounds; Class I-A, \$.10 to

\$.23; and the formula for Class II milk was increased by about \$.24, with the Class III formula being increased \$.05. The order was issued on the basis of 3.5 percent milk, instead of 4 percent as formerly, therefore with the formula used, the Class II price will increase less rapidly as the butter price increases. The previous price orders in this area had been in effect since January, 1939.

It is understood, as we go to press, that the order for the part of Area 6 lying in Chester county has been approved, to be effective November 10. This order will increase the Class I price of 4 percent milk from \$.285 to \$.310, Class I-A from \$.20 to \$.23, with 5 cents added to the Class III price and 23 or 24 cents to the Class II price, the odd amount on Class II being due to changing the formula.

No order has yet been issued for Area 12, York, following the hearing there on October 7, nor for Area 8, Harrisburg, following the hearing in that area on October 10. On

that basis, it is also apparent that it is too soon, as we go to press, to expect a new order for Philadelphia following the four-day hearing held here from October 15 to 18.

A hearing will be held in Area 4 at Pottsville on November 7 and one is scheduled for Area 9, Johnstown-Altoona, at Ebensburg on November 5.

The retail price in each of these markets was increased \$.01 per quart at the same time, now being \$.14 at Scranton and zone 1 of the Erie area and \$.13 in zone 2 of the Erie area, at Huntingdon, Lancaster and in those parts of Area 6 where a producer price increase was granted. These were the second increases to producers in the Scranton area and Zone 1 of the Erie market since July 1, and the second increase to consumers in Zone 1 of the Erie market in the same period.

### Women Will Hold Seperate Meeting

(Continued from Page 3)

A brief skit, used by the Philadelphia Dairy Council in promoting the use of milk and other dairy products, presented by Miss Louise Everts of the Dairy Council staff, also features this meeting. Group singing will be led by Mrs. Helen T. Astle, Rising Sun, Md., with solo parts rendered by Mrs. Jeanne Willits.

The chairman of this meeting is Mrs. H. Wilson Price, who is being assisted in the preparation of the Women's Meeting program by Mrs. Russell B. Jones, Westtown, Pa., Mrs. Helen T. Astle, Rising Sun, Md., and Mrs. Lucy M. Butler, Middletown, Del.

### RESERVATION FOR ROOM

AT THE

## Benjamin Franklin Hotel

Reservations should be made, if possible, through the offices of the Inter-State Milk Producers' Cooperative. Advance reservations will assure all delegates and members of securing accommodations at the headquarters hotel.

Inter-State Milk Producers' Cooperative  
401 N. Broad St., Philadelphia, Pa.

Please reserve room accommodations at the Benjamin Franklin Hotel for the annual meeting, \$5.00 room with double bed ☐ \$5.50 room with twin beds ☐ \$3.25 single room ☐.

Check day of arrival—Nov. 23rd ☐ Nov. 24th ☐.

Number in party..... Number rooms desired.....

Name.....

Address.....

### "One Man's Family" Weaves Dairying into Theme

Dairymen of this country owe a debt of gratitude to the radio program "One Man's Family," its sponsors, script writer and actors. During recent weeks this program has discussed, in an informal, chatty manner, some of the everyday occurrences on a dairy "ranch." This information has been timely, accurate and informative. It is especially valuable and appropriate in that it brings home to consumers a few high spots of what dairying really is, the work involved and the problems faced.

The script for this program is written by Carlton E. Morse, who grew up on an Oregon dairy farm. His early background is invaluable in assuring that references to farm life made on the program are accurate and sound. In addition, he has had the cooperation of the California Dairy Council and the California Department of Agriculture, in obtaining further factual data and information on recent developments, so that at all times his references to work on the dairy ranch will be accurate and reflect the latest approved and sound dairy farm practices.

"One Man's Family" may be heard at 8:30 on Sunday evenings over stations of the Red network of the National Broadcasting Company. It is sponsored by Tender Leaf Tea. The dairy angle has been introduced through the fact that Hazel Herbert, a daughter in the "Barbour" family, has recently found it necessary to take over the operation of the dairy ranch which was owned by her late husband and later leased to the state for experimental purposes.

We know that a lot of Inter-State people listen to this program regularly. "One Man's Family" ranks among the very best of all radio programs, according to impartial ratings in the radio profession, justifying this deep and lasting interest.

An Irishman obtained leave from work to attend a wedding. He returned with two black eyes.

The foreman asked him what had happened.

"When I got there," replied the Irishman, "I saw a fellow all dressed up like a peacock. 'An' who are you?' says I. 'I'm the best man,' he says, an' begorra, he was too!"

With things picking up as they are, perhaps the girls will soon be able to get their fingernails out of the red.

You can't expect to keep ahead of your bills if you let them do all the running.

To Step-Up  
MILK  
PRODUCTION

START AT  
FEEDING TIME!

### Feed Your Herd Beacon Test Cow Ration

National Defense needs your help, Mr. Dairyman! The government has asked all dairy farmers to increase their milk production as quickly as possible. For, in the American way of life, we want "butter" as well as "guns."

To step-up the production of your herd, start at feeding time. Put your cows on the proved Beacon Feeding Plan. Feed them Beacon Test Cow Ration. In the 4½ years it has been on the market, this scientifically developed, nutritionally balanced feed has enabled five cows of different classes to establish new all-time high World's Records!

But—even though many records have been made on Beacon Test Cow Ration—it is not a so-called "contest feed." Its chief purpose is to help YOU get more milk from YOUR cows during the entire lactation period, while helping you maintain the health of your herd. This ration has been developed by Beacon Research to help build up the flesh and body reserves of your cows. It's scientifically geared to meet their needs during long periods of high production.

The complete story of how Beacon Test Cow Ration and the proved Beacon Feeding Plan can help you step-up your milk production is all told in the new edition of "Profitable Dairy Management," 104 pages. Attractively bound, well illustrated. Written by a dairyman for dairymen, it's complete, authoritative, exact. And it's free—yours merely for the asking. Write for your copy today.

The BEACON MILLING CO., INC., Cayuga, N.Y.

### NEW BEACON CALF STARTER

Saves Milk Gives Faster Growth  
Is Safe — Easy to Feed Lower Feed Costs

Developed and proved on our Dairy Research Farm, this new feed helps you raise bigger, healthier calves—at less cost than by any ordinary feeding method.

Write for free bulletin, "Grow Better Calves."



The BEACON System

—a proved feeding plan for the entire life cycle of the dairy cow.

Inter-State's Annual Meeting, November 24-25, will be the most important yet held. It will be worth your time.



# Fluid Milk Use Continues Gain

CONSUMPTION of fluid milk is continuing its upward trend, according to the report from the Milk Industry Foundation covering September sales by milk dealers in 152 markets of this country. Consumption in September was 6.26 percent greater than in September, 1940, this report states. September, 1941, sales averaged 7,270, 786 quarts per day, an increase of 428,454 over the daily average in September a year ago.

The same report stated that milk company payrolls were 7.18 percent higher and employment was up 2 percent in September over the corresponding 1940 month. Data are not available on fluid milk sales in Philadelphia, but it might be assumed, from the higher Class I percentages over a year ago, that there has been a good increase.

The cream market in Philadelphia has held steady the past month, with that cream which meets only Pennsylvania approval being quoted at \$18.50 per 40-quart can of 40 percent cream in each of the four weekly reports published during the month. The price of cream which also met the requirements of Newark and Lower Merion Township ranged from \$19.00, in the report issued October 4, to \$19.50, \$20.00 and \$19.50 in the succeeding weekly reports. The Pennsylvania approved cream has a milk equivalent value of \$2.21 and the cream meeting all approvals a value of \$2.33 per hundred pounds of 4 percent milk, with no allowance for the value of skim milk nor for the cost of separation or handling.

Butter prices during the month took a sudden, sharp drop, opening at 37.5 cents and dropping to 34.25 cents on October 15 to 17. It is significant that this drop had no effect on the cream market, the Pennsylvania approved cream holding steady and the cream meeting all approvals actually reaching its month's high during that week. The difference in butter price between the high and low quotation for the month would amount to 15 cents per hundred pounds of Class II milk and \$1.27 on a can of 40 percent cream.

The monthly average price was 35.68 cents, making the Class II price for September milk, f.o.b. Philadelphia, \$2.08, with deductions of 4 to 7 cents at receiving stations.

The storage supplies of butter are rather burdensome, which probably contributed to the break in prices. The amount in storage on

October 1 was nearly 203 million pounds, an increase of 58 percent over the 128 million pounds of a year ago and also well above the 144 million pound 5-year average.

Butter production is reported to have dropped sharply in mid-October, however, and the output is smaller than a year ago, while withdrawals from storage are becoming greater. Some strength was noted when the DPMA started buying butter at Chicago and New York, with the Surplus Marketing Administration also buying butter. Effective November 1, butter is again being placed upon the food stamp list, whereby relief clients can obtain butter with their free stamps.

Butter production, as reported by the USDA, totaled almost 150 million pounds in September, which is 2.4 percent above a year ago and 11.5 percent over the 10-year (1930-39) average. The output in the first nine months of 1941 was 1,528 million pounds, 5.9 percent over the same months of 1940.

American cheese production in September was 66 million pounds, a 24 percent increase over 1940 and a 70 percent increase over the 10-year (1930-39) average.

Production of dry milk products has shown increases over last year, with more than 26 million pounds of dry skim milk being produced in September, almost 2 million pounds more than in September, 1940. Dry whole milk production of slightly under 3 million pounds, was well above the 1.7 million pounds a year earlier. The output of dry butter milk, 2.7 million pounds, was down from the 3.5 million pounds in September, 1940.

Prices of these products continue their advance, with the average price of dry skim for human food being 10.65 cents and for animal feed, 7.78 cents, making a September average of 10.26 cents, up 3.84 cents from September, 1940. The September price of 22.18 cents for dry whole milk and 8.02 cents for dry buttermilk showed similar advances.

The stocks of dry skim milk and dry butter milk in possession of manufacturers on October 1 were substantially less than a year earlier. There was then a 21-day supply of dry skim milk on hand, as compared with a 39-day supply on October 1, 1940.

Evaporated milk output in August was the largest of any August on record—293 million pounds—up 27 percent over 1940 and 66 percent over the 5-year average. Total

production in eight months was 2,081 million pounds, 14 percent over 1940, but still reported as far short of the 25 percent increase set as the goal for 1941 in the food-for-defense program.

Prices paid by condensaries in August averaged \$1.97 for 3.5 percent milk, f.o.b. the plant, which is 10 cents higher than July and 65 cents higher than August, 1940. The price per case of evaporated milk (48 cans of 14½ ounces) was \$3.56 in September, the highest since December, 1930, and 70 cents over August a year ago.

The production of milk in the Philadelphia market, on a per day per farm basis, showed a drop during October, according to Agricultural Marketing Service reports. Production during the week ending October 11 averaged 262.73 pounds, a 26-pound drop in four weeks. Production averaged 268.67 during the week ending October 18.

Fluid prices in city markets, as reported by the USDA Agricultural Marketing Service, "continue to be featured by rising prices, . . . 34 of the 110 markets reporting in October show prices higher than a month earlier." The report goes on to say "part of the recent increases in fluid milk prices may be classified as seasonal . . . but the major part are the results of other than seasonal factors. These include such items as higher feed and labor costs. There also has been keen competition for milk supplies for use in dairy products whose production is being expanded because of requirements under the Lend-Lease Act for export." It is also stated in this report that retail prices have tended to keep pace with the increases in prices paid producers.

Wages and pay rolls. A release from the Department of Labor, dated October 25, states that hourly earnings of factory wage earners were 74.5 cents in August, an increase of 0.2 percent over July. Although this rate of gain is the smallest reported since last October, it is also stated that there has been an increase of 12 percent in hourly earnings between August, 1940, and August, 1941. Average hours of work increased by 7 percent, to a level of 41 hours per week, and weekly earnings to factory wage earners increased 21 percent, to a level of \$31.65.

Money may not always buy happiness, but it is a wonderful help when it comes to choosing the kind of misery that is the least painful.

November, 1941

## CALENDAR OF LOCAL MEETINGS Watch for Notice by Letter

**District 2**  
Pennington—Home of Warren Van Waggoner, near Pennington—9:00 P.M., November 5.

**District 5**  
Centerville—County Building—7:30 P.M., November 11.  
Sudlersville—Cox Hall—9:00 A.M., November 11.

**District 6**  
Kempton—Kempton Hotel—8:00 P.M., November 7.  
Virginville-Bowers—Virginville Hotel—8:00 P.M., November 6.

**District 7**  
Combined meeting of Paradise and Wiltmer—Paradise Township High School—Leaman Place, 7:30 P.M., November 6.

**District 9**  
Middletown—Middletown Fire Hall—8:00 P.M., November 5.  
Newark and Kirkwood—Administration Bldg., University of Delaware—8:00 P.M., November 11.  
Townsend—Townsend School—8:00 P.M., November 7.

**District 11**  
Cochranville—High School—7:30 P.M., November 14.  
Southern Lancaster—Fulton High School—7:30 P.M., November 7.

**District 13**  
Shirleysburg—Grange Hall—8:00 P.M., November 5.  
Spruce Creek—Baileyville Grange Hall—8:00 P.M., November 7.

**District 16**  
Cumberland Co.—Chamber of Commerce Room, Carlisle—November 6.  
Levittown—Court House—November 12.  
Levittown-Duncannon—November 10. (Place to be announced.)

**District 17**  
New Hope—Home of Frank Magill, near Carversville—8:00 P.M., November 10.  
Newtown—Temperance House—8:00 P.M., November 5.  
Woodside—Home of Director Joseph S. Briggs, Yardley, Pa. (Newtown-Yardley Road) 8:00 P.M., November 11.

**District 22**  
Combined meeting of Easton, Queen Anne and Cordova Locals—Cordova High School—8:00 P.M., November 5.  
Preston—Fireman's Hall—8:00 P.M., November 4.

**District 23**  
Combined meeting of all Locals—Daretown School—8:00 P.M., November 17.

**District 26**  
Chambersburg—Stoufferstown School—7:30 P.M., November 7.  
Fulton County—McConnellsburg Court House—7:30 P.M., November 13 (Tentative).  
Mercersburg—First National Bank Bldg.—7:30 P.M., November 14.  
Path Valley—Dry Run High School—7:30 P.M., November 6 (Tentative).

## Meeting Calendar

November 5—Joint meeting of retiring and new delegates of District 25—County Agent's Office, Hagerstown, Md., 7:30 P.M.  
November 5-7—Upper Perkiomen Valley Community Fair—East Greenville, Pa.  
November 10-12—Annual Meeting, National Cooperative Milk Producers Federation—Chicago, Ill.  
November 15—Joint meeting of retiring and new delegates of District 26—Home of E. C. Dunning, 622 Montgomery Ave., Chambersburg, Pa., 7:30 P.M.  
November 17—Delegates and Officers of District 17—Agricultural Extension Building, Doylestown, Pa., 8:00 P.M.  
November 17—Delegates of District 13—Huntingdon, 8:00 P.M.  
November 18—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.  
November 24-25—Annual Meeting, Inter-State Milk Producers' Cooperative—Philadelphia, Pa.  
November 28—Wilmington, Inter-State Milk Market Committee—Newark, Del.

## OCTOBER, 1941, BUTTER PRICES

Date	Philadelphia	New York	Chicago
1	38	37½	37
2	38	37½	37
3	38	37½	37
4	—	—	37
5	37½	36½	36½
6	37½	36½	36½
7	37½	36½	36½
8	37½	36½	36½
9	36¾	36	36½
10	35¾	35¼	34½
11	—	—	35
12	35¾	34¾	35
13	35¾	34¾	35
14	35¾	34¾	35
15	35	34½	33½
16	35	34½	33½
17	35	34½	33½
18	—	—	33½
19	35½	34¾	33½
20	35½	34¾	33½
21	35½	34¾	34
22	35½	34¾	34
23	36	35½	34½
24	36	35½	34½
25	—	—	34½
26	36¼	35¾	35
27	36¼	35¾	35
28	36	35½	35
29	36	35½	35
30	36	35½	35¼
31	36	35½	35¼
Average	36.27	35.65	35.16
Sept. '41	37.44	36.94	36.59
Oct. '40	30.84	30.35	29.55

## Origin of Our Breeds

Can you recall a single outstanding contribution that Germany has made to animal husbandry? Yet you know that occupied Holland gave us the black-and-white milk cow, occupied Belgium the chestnut drafter, occupied France the gray farm mare and the dual-purpose merino. Occupied Jersey Isle gave us the gentle butter cow and occupied Guernsey the yellow cream producer. From surrounded Switzerland we got those big brown cows. From beleaguered Britain we have our Shorthorns, Herefords, Angus, Ayrshires, and Red Polls, our Berkshires and Temworths, our Shires and Clydesdales and Suffolks and Thoroughbreds, our Southdowns, Shropshires, Oxfords, Hampshires, Dorsets, Cheviots, Suffolks, Cotswolds. While from the corrals and the boxstalls, the prairies and the woods-pastures of America, we gained the democratic ideal that we could take these precious breeds and types and breed them better. Now has come the testing time. —Samuel Guard in *The Breeders Gazette*.

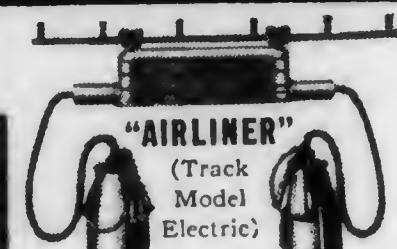
**NEW COOLER**  
Easy Running  
**COW CLIPPER**  
World-Famous  
**STEWART CLIPMASTER**

Over 90% of the world's clipper users own and PREFER STEWART clippers. New anti-friction tension control assures perfect tension between blades for cooler, lighter running—faster, easier clipping. Makes blades stay sharper longer. The most powerful clipper of its kind ever made. Lasts longer. Fan-cooled ball-bearing motor exclusive Stewart design. Completely insulated in the special EASY-GRIP handle barely 2 inches in diameter. The finest, most enduring clipper ever made. Cows, horses, dogs, mules, etc. A \$25.00 value for only 21.95 complete. 100-120 volts. Special voltages slightly higher. At your dealer's or send \$1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power clipping and shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, Dept. 11 6600 Roosevelt Road, Chicago, Illinois. 58 years making quality products.

## Up-to-the Minute Milking

at Welcome  
LOW Prices

**FORDS MILKERS**



Most modern natural action, extreme ease of cleaning, SIMPLIFIED design—make FORDS your money's best buy. No pipelines, quickly installed in any type barn. Full line, gas or electric powered. Every material the finest, fully guaranteed. Get complete details NOW!

MYERS-SHERMAN CO., 1312 E. 12th, Streator, Ill.

**Horace F Temple**  
INCORPORATED  
**PRINTER**

A discouraged traveling salesman recently wired his house as follows: "If Hitler wants more territory, he can have mine."

"Look here, Bogus, do you happen to know where Ink Judson is?"  
"Yassah! Yassah! Sho' does, sah! He's asleep dis minute over dar in de shade of de lumber yard lookin' for a job, sah."

## It's Your Business...

and when you attend the Annual Meeting of your Cooperative on November 24 - 25 you will be tending to it in a most practical manner.



*Mr. Dairyman-*  
**Are you feeding  
DOLLAR  
BILLS  
?**

**PRIZE WINNER!**

Mutual has been raising prize winning calves for years. A. J. Omdorff's, (Wauseon, Ohio) Mutual fed calf took first at the county fair 14 years ago.

● Why feed costly whole milk when Mutual Compound (the Milk-Food for baby calves) does the job at  $\frac{1}{5}$  the milk feeding cost. One \$3.30 pail will save you 1200 pounds of milk and raises two calves to six weeks of age. "Feeding milk is just like feeding calves dollar bills." Why not take advantage of this wonderful milk-food compound and cash in on all your dairy income.

Mutual is not a calf meal, but is a milk-food compound that is dissolved in water and fed like milk. Start your baby calves on Mutual as soon as milk is free of colostrum.

*Milk Feeding Results Guaranteed*

**Distributed Exclusively by  
Milk Companies at cost as a service to patrons**

**ORDER A PAIL FROM YOUR MILK COMPANY TODAY**

MUTUAL PRODUCTS CO., Minneapolis, Minn.

"She isn't good looking; she's a terrible dancer; she plays bridge best when she's the dummy; her figure would please only Barnum; in fact she's a terrible mess, but she's my girl and I love her!"

"My girl isn't exactly a pauper, either."

"It's tough to pay war-time prices for meat."

"You'll find it tougher, old man, if you pay less."

When we see something priced at \$199.95 we always wonder what becomes of that nickel.

Old Rastus settled himself in his chair and addressed his wife:

"Yes, sah, Gal, dat boss done cut wages half in two again. Some ob de boys is kickin' might pow'ful 'bout it. But I ain't goin' to kick none. Way I figgers it—half of sumpin' is better'n all of nuffin'."

# Milk Produce

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXII

Philadelphia, Pa., December, 1941

No. 8

ANNUAL  
MEETING  
SPECIAL  
NUMBER



Photo by Lambert

— and A Happy New Year

Library.  
Dept. of Agr. Economics.  
Cornell University.  
Ithaca, N. Y.



## Delegates at Inter-State Annual Meeting Put "Okey" on Market Program

"STRAIGHT down the road" was the direction pointed out by the delegates at the annual meeting of Inter-State held in Philadelphia on November 24-25. There was no quibbling, no question and no argument on that point. Discussion centered around how to get there most quickly and with the greatest benefit to Inter-State members.

This attitude was especially prevalent in discussions concerning the Federal milk marketing program for the Philadelphia area, it being recognized generally by the members that this proposed program will be of great benefit to all members regardless of the markets in which their milk is sold, as it should establish a standard of values in line with actual competitive values of milk.

The meeting was attended by 122 delegates and, in addition, there were upward of 250 other members and guests at the business sessions, plus about 75 in attendance at the women's meeting held on the first morning of the meeting.

### Reports Presented

Following the calling of the meeting to order and the holding of the roll call of delegates, the reports of the president, secretary-treasurer, market information department, Review and the field and test department were given the delegates, these reports appearing in full on other pages of the Review. A report of the legal work of the Cooperative was given during the same session by Inter-State's counsel, A. Evans Kephart. This report will appear in the January issue of the Review.

Preceding the formal opening of the afternoon session, a movie and talk on "Know Your Money" was given by a representative of the Federal Secret Service, this feature showing how to distinguish counterfeit coins and bills from the genuine.

The regular afternoon session started with the talk by General Manager O. H. Hoffman, Jr., covering the work of the Cooperative and the problems it is facing today. This appears in full on pages 10-13 and was received with enthusiastic applause from delegates and members.

His report was followed by a few extemporaneous remarks by Mrs. Mary Connor Myers, Inter-State's associate counsel, who remarked that she is here to help Inter-State in its efforts to obtain Federal supervision of the Philadelphia milk market. It is her

interest, she said, to assist in obtaining a marketing order which will be fair to everyone and which will be sufficiently flexible to protect the best interests of producers and their milk markets regardless of the economic situation within the country. She stated that she recognizes the seriousness of the situation being faced by Inter-State and its producer-members and wound up her comments with saying, "I like a good fight, we are in one and we are going to win it."

Another feature of the afternoon program was a brief talk by C. I. Cohee, president of the Philadelphia Inter-State Dairy Council, on the promotional activities of that organization during the past year. His talk is summarized on page 19.

Englebert A. Farabaugh, chairman of the resolutions committee, was then called upon to present the resolutions which had been acted upon by his committee, it being agreed that these resolutions would be presented at that time without comment, but for study by the delegates before final action upon them the next morning.

### At 26 Meetings

Shortly before recessing for the day, President Welty stated that in the group was a member and his wife who had attended every Inter-State meeting since 1916, when the Inter-State Milk Producers' Association was organized, then asked these folks, Mr. and Mrs. A. B. Waddington of Woodstown, N. J., to stand.

The meeting recessed for the day at 4:30 in the afternoon but, by special arrangements among themselves, delegates from most Districts met by groups to discuss the resolutions and to come to an understanding on them before final action would be taken the next day.

The nearly 500 banquet guests, Monday evening, gave enthusiastic response to the splendid talk on this country's foreign relations given by U. S. Senator Millard E.

Tydings of Maryland. He reviewed, briefly, the world events since "Munich" up to the recent repeal of the neutrality bill and outlined the attitude of the American public as these world events gradually unfolded. He stated that America took little interest in the war and its effect upon America and the American way of life until the fall of France and the Dunkirk evacuation. Of special interest were his comments upon the steps he felt were necessary

### Inter-State Milk Producers' Cooperative Officers 1941-42

F. P. Willits, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Assistant Treasurer  
O. H. Hoffman, Jr., General Manager  
F. P. Willits, Jr., Statistician  
A. Evans Kephart, Counsel

### District Directors 1941-42

1. †A. K. Rothenberger, Worcester, Pa.
  2. Frederick Shangle, Trenton, N. J., R. 2
  4. ‡Wm. H. Holloway, Newark, Md.
  5. \*J. W. Keith, Centerville, Md.
  6. Fred W. Bleiler, New Tripoli, Pa., R. 1
  7. †H. K. Martin, Goodville, Pa.
  8. Furman H. Gyger, Kimberton, Pa.
  9. \*†J. Leslie Ford, Newark, Del.
  10. \*Ralph E. Bower, Chesapeake City, Md.
  11. E. M. Crowl, Oxford, Pa.
  12. ‡W. H. Jump, Houston, Del.
  13. H. B. Stewart, Huntingdon, Pa., R. 4
  15. \*†Howard W. Wickersham, Kelton, Pa.
  16. M. L. Stitt, Port Royal, Pa.
  17. Jos. S. Briggs, Yardley, Pa.
  19. John Carvel Sutton, Kennedyville, Md.
  20. \*Kenzie S. Bagshaw, Hollidaysburg, Pa.
  21. Coy E. Mearkle, Everett, Pa., R. 3
  22. A. R. Marvel, Easton, Md.
  23. \*Charles R. Hires, Jr., Salem, N. J.
  25. \*†B. H. Welty, Waynesboro, Pa., R. 4
  26. D. E. Witherspoon, Chambersburg, Pa.
- Honorary Life Member-F. P. Willits, Ward, Pa.  
†Re-elected to Board ‡New member of Board  
\*Member of Executive Committee

December, 1941

## Frequent Recessing of Hearing Delays Action on Federal Order

FOURTEEN days have been spent in the Federal-State hearing, concerning a jointly administered milk marketing order for the Philadelphia area. As we go to press the end is not yet in sight.

It will be recalled that the hearing opened on October 23 and, upon petition of the Pennsylvania Milk Control Commission and counsel for the milk dealers in the Philadelphia area, it recessed for five days without taking any testimony, reconvening on Tuesday, October 28. Four days of sessions were held that week, during most of which time O. H. Hoffman, Jr., general manager of Inter-State, was on the stand. That period was marked by efforts on the part of dealers' counsel to show that no Federal order was needed. The cross-examination of Mr. Hoffman was concluded just in time to obtain the statistical presentation by Inter-State before recessing.

Upon petition by counsel for the milk dealers and for the Milk Control Commission, the hearing recessed at noon, October 31, until November 10, during which time dealers had full access to the statistical brief presented by Inter-State—on which no cross-examination was held before the recess.

It was especially interesting to note that, during that recess, efforts were made to have Inter-State reconsider its petition for a Federal marketing order for the area. Also, during that period, Inter-State engaged additional counsel to help in the presentation of its case, John A. Kephart, Jr., and Mrs. Mary Connor Myers of Washington, D. C., being added to Inter-State's legal staff for this purpose.

Mrs. Myers was formerly connected with the solicitor's office of the USDA and has had extensive—and successful—experience in handling cases arising under several

Federal milk marketing orders. Her experience in that line, combined with the experience of Inter-State's regular counsel, A. Evans Kephart, and especially his knowledge of the Philadelphia milk shed and the operation under State milk control, constitute a well-rounded staff.

The hearing continued five days during the week starting November 10, during more than four of which Francis P. Willits, Jr., Inter-State's statistician, was cross-examined on the statistical information placed upon the hearing record and the price proposals presented by Inter-State in its petition for a hearing. Of the three days during which the hearing was in session the following week, Mr. Willits was again on the stand most of two days, one day being given over to the taking of testimony from consumers.

Following the November 19 session the hearing was recessed until November 26, because of other business by the Milk Control Commission on November 20; because of their prelude of the proposed new price order for Philadelphia on November 21; and because of the Inter-State annual meeting, which had been scheduled months ahead, on November 24-25. The hearing was further recessed until Friday, November 28, because of a change in plans of the Milk Control Commission, whereby they were holding preves on orders for the Johnstown-Altoona and the Pottsville marketing areas on the 26th.

By special agreement, Tuesday, November 18, was given over to testimony by consumers and it is significant that in their entire presentation no consumer representative took exception to the right of and need for a higher price to producers. They did protest against having to pay a higher price for

(Please turn to page 5)

order and the procedure to be taken following the announcement of the tentative order, especially as regards producers voting on that order. The importance of informing non-members shipping to Philadelphia dealers about the proposed order was emphasized, especially because of the fact that a 75 percent vote of producers voting is necessary for approval of such an order.

The discussion also included means of expanding the work of Inter-State, both as to membership and the work within the organization. The latter included the neces-

sity of a larger operating fund and of a greater reserve, obtainable through either a larger membership or an increased rate of commission.

The delegates authorized the management to hire additional skilled help for assembling market information data, which is so essential in hearings before milk control agencies.

It was the general consensus that the delegates and local officers have a real responsibility in taking to both members and non-members the full story of the work that Inter-State is doing and the need for loyal support from everyone.

### Resolutions Adopted

The resolutions were then brought up for action, with the results as reported on pages 17-18.

A full hour and thirty minutes was spent in general discussion following the completion of action on the resolutions. These discussions centered around the Federal marketing



## INTER-STATE MILK PRODUCERS REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phones, Walnut 3040-3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

**Inter-State  
Milk Producers' Cooperative**  
Incorporated  
401 N. Broad St., Philadelphia, Pa.  
See Page 2 for list of Officers and Directors

**FIELD DEPARTMENT**  
I. Ralph Zollers, Philadelphia, Pa., Director  
C. E. Cowan, Lancaster, Pa., Ass't Director  
C. Reynolds, Denton, Md., Ass't Director  
E. P. Bechtel, Trappe, Pa.  
J. J. Camp, Roaring Spring, Pa.  
E. C. Dunning, Chambersburg, Pa.  
Floyd R. Ealy, Broomall, Pa.  
Clayton L. Keener, Nottingham, Pa.  
H. D. Kinsey, Quakertown, Pa.  
J. T. Plummer, Lewistown, Pa.  
Louis F. Tomey, Centerville, Md.  
D. W. Winter, Glenside, Pa.

**SECONDARY MARKET MANAGERS**  
Altoona - Huntingdon - J. J. Camp, Roaring  
Spring, Pa., Phone 118-M  
Lancaster - C. E. Cowan, County Extension  
Office, Lancaster, Pa., Phone 2-7977  
South Jersey - Floyd R. Ealy, County Extension  
Office, Woodbury, N. J., Box 334, Phone 800  
Trenton - Frederick Shangle, 19 W. State St.,  
Trenton, N. J., Phone 4083  
Wilmington - Floyd R. Ealy, 103 W. 7th St.,  
Wilmington, Del., Phone 2-7464

### Vitamins from Foods Better Than in Pills

When you want vitamins the best place to get them is in natural foods, is a logical conclusion from a recent editorial "Shotgun Vitamins Rampant" appearing in the Journal of the American Medical Association. In this editorial it is stated that "the ingredients of food purchased in the form of pills are wastefully expensive." The editorial characterizes certain manufacturers of vitamin pills as having "joined the gold rush of 1941, making the California trek of 1849 pale by comparison."

The National Dairy Council insists that "the frantic attempt of certain vitamin pill manufacturers to climb on the national nutrition band wagon can hardly be characterized as patriotic." The Council points out, further, that American people would be far better off to assure themselves of a good diet of natural foods, rather than spending money for such preparations.

Patient: "Doctor, I must tell you that this is my first operation and that I'm nearly scared to death."

Youthful Surgeon: "Yes, I know just how you feel. It's also my first one."

### "Priorities" Not Needed

A report from the U. S. Department of Agriculture indicates that there is some confusion regarding priority ratings of farmers in the purchase of machinery, equipment, repair parts, fertilizers, fencing and similar items. It is stated that individual farmers do not need priority ratings for such purchases.

Should any farmer be asked to obtain a "priority rating" before making purchases of such equipment or supplies, he should report the facts to the USDA immediately.

### Put Machines in Order, Get Spare Parts Now.

Farmers of America have been urged by Secretary of Agriculture Claude R. Wickard to carry on a farm machinery repair program during the next few weeks. The motive behind this program is to put the farm machinery of America in the best possible working order before the 1942 production season starts.

This will have a two-fold advantage in facilitating the supply of repair parts during normally slack seasons and of having the machinery in the best possible working condition next season. In this manner the delays due to breakdowns during the season should be reduced, as will the further inconvenience which might result if repair parts are not available in the rush season.

Others who have been asked to assist in this program are manufacturers, merchants, mechanics, blacksmiths, schools and colleges.

Each farmer is being urged to (1) check old machinery, (2) order necessary parts from dealers immediately, and (3) notify his county defense board if parts can not be obtained.

### 4-H Safety Contest

New Jersey 4-H Club members are eligible to compete in a "Farm and Home Safety Contest" in which the awards will be eight scholarships for a week's stay at next year's state 4-H club camps. In commenting on the contest, Kenneth W. Ingwalson, state leader of 4-H work, said that "One of the most important contributions youth can make to national defense is to help prevent some of the accidents that impede defense efforts, and to protect the health of themselves, their families, and their friends."

The 4-H boys and girls will cooperate with other safety and health programs in their schools and communities. They will put up safety displays in stores, schools and other public buildings and work constructively toward the prevention of accidents.

## MILK PRODUCERS REVIEW

### BLACKOUT THE SHADOW!



CLOSE to all of us is the threatening spectre of tuberculosis. No respecter of persons, it lurks in every corner, may strike at any moment. More people between 15 and 45 die from tuberculosis than from any other disease.

Yet tuberculosis can be driven from the face of the earth. Since 1907 your Local Tuberculosis Association has helped reduce the toll of tuberculosis by 75%.

By buying Christmas Seals you will help us complete the job—and make this a safer world for yourself and your loved ones.



Buy  
**CHRISTMAS  
SEALS**

### Personal Glimpses

Fire during the night of November 8 destroyed a large barn on the farm of Roland E. Sharpless near London Grove. The barn, machinery and feed supplies were lost. Three days later fire destroyed a barn owned by C. B. Shoun at Avondale. The original walls of this barn were 130 years old. Most of the cattle were saved but feed supplies were lost.

A report from the New Castle Delaware Dairy Herd Improvement Association shows that the herd owned by Major H. Wallace Cook, managed by Mrs. Cook, again led that association in both milk and butterfat production in October. Second high herd was that owned by Levis Phipps.

Harry Brubaker, Lancaster, Pa., a member of the Lancaster Secondary Market Executive Committee, recently underwent an appendectomy in St. Joseph's hospital, Lancaster.

The National Grange, at its annual convention held recently in Worcester, Mass., elected Kenzie S. Bagshaw, Hollidaysburg, Pa. a member of its executive committee. Mr. Bagshaw is Inter-State Director from District 20 and Master of the Pennsylvania State Grange.

A new milk bar has been opened in Philadelphia's Central YMCA for the convenience of members and guests. The bar will be open three evenings a week, Wednesday, Friday and Saturday, and will provide convenient facilities for refreshments during dances held in the Y club rooms.

December, 1941

## Proposed State Order Falls Short of Producer Needs

A PREVUE of a proposed new order by the Pennsylvania Milk Control Commission for the Philadelphia marketing area was held at Harrisburg on Friday, November 21, the Federal-State hearing holding no sessions on that day in order to accommodate this prevue.

The proposed order would raise the price of Class I milk by \$.28—from \$.33 to \$.61 for 4 percent milk f.o.b. dealers' plants in Zone I (the city and certain nearby suburban areas). Likewise, it would raise the price \$.28 in Zone 2—from \$.12 to \$.40. The formula for a \$.13 increase, while the Class III formula provided for a \$.05 increase.

These proposals are all short of those requested by Inter-State at the hearing held by the Pennsylvania Milk Control Commission on October 15-18 and also short of those requested at the joint Federal-State hearing now in progress. The Class I price in the proposed order is \$.12 short, the Class II price is \$.30 to \$.35 and Class III about \$.15 short of what Inter-State insists are fair prices for the various classes.

The proposed order also maintains the zoning arrangement, whereby producers who happen to ship to handlers located in Zone 2 must take \$.18 less for their Class I milk. This, however, is modified slightly, carrying the zoning arrangement still further and providing that milk delivered to Zone 2 plants located certain mileages from Zone 1 would have to pay slightly higher prices for the milk sold from those plants into Zone 1. It is noted also that the size of Zone 1 is reduced, thereby putting more of the milk into the lower priced (to producers) Zone 2. The order would increase the price of milk to consumers by \$.01 per quart, with no change in pints, and provides increases in the retail price of cream.

Combining the increases in Order A-73 and the increases in the proposed new order, we find that there would be a \$.02 increase per quart of retail sales whether such milk were in quart, pint or half-pint bottles. This is equivalent to \$.93 per hundred pounds, of which the producer would get \$.60 if his milk is sold in Zone 1 and \$.42 over the previous orders if his milk were sold to dealers with plants in Zone 2, the latter subject to minor variations.

Inter-State, in a brief statement at this prevue, said:

"The Cooperative is not satisfied

with the producer prices set up in the proposed Order A-79. The prices for the several classes are all lower than the prices which Inter-State believes are necessary to return the producers even cost of production. We, likewise, are not satisfied with the fact that producers are saddled with what appears to be the additional cost of distribution said to exist in Zone 2.

"However, in view of the very serious necessity for an immediate increased return to the producers supplying the Philadelphia area, we request that this order be put into effect at the earliest date possible and the inequities which we believe to exist be corrected by amendment or otherwise in accordance with the testimony being placed on the record of the hearing now being conducted in Philadelphia."

As we go to press, on December 1, we have no word of this order having been signed by the Governor, as is required under the law. The order can not become effective until the seventh calendar day after it is signed, including the day of signing. In the meantime, Inter-State is pushing for early completion of the Federal hearing and the issuance of an order thereunder.

### Lime Recommended for Floors and Gutters

The use of liming materials, especially burned and hydrated lime, on the floors and gutters of dairy barns has been found beneficial by A. R. Midgley and W. O. Mueller of the Vermont Agricultural Experiment Station. On this subject they are reversing a long-held opinion among many agricultural workers, that the use of such materials liberates ammonia from manure and thus causes the loss of nitrogen.

These specialists point out that freshly voided manure contains very

little, if any, ammonia until fermentation and ammonification takes place. They state that since hydrated, burned or caustic lime retards fermentation, less of the nitrogen in the form of ammonia is lost. These findings do not apply to the use of ground lime stone.

In their experiments they used 50 pounds of lime to a ton of manure, this amount being considered a minimum. Stated another way, the quantity of lime per cow should be about two pounds per day. At the rate of 10 tons of manure per acre, this would carry an application of about 500 pounds of lime.

### Proposed Altoona Order Has Been Delayed

A prevue of a new order for the Johnstown-Altoona marketing area was held at Harrisburg on November 26. The 4 percent prices proposed in this order are Class I, \$.24; Class I-A, \$.23; Class II, \$.20 with 36-cent butter; and Class III, \$.15 with 36-cent butter. These increases per hundredweight are, respectively, 28 cents, 10 cents, 23 cents and 10 cents.

Producers and dealers were present at the prevue but the finish of the prevue was delayed by the Commission for one week, because of the inability of one person to be present on the 26th. For that reason there is no possibility of the Attorney General's recommendations going to the Governor before December 3, and it is likely to be another week or more before an order can become effective.

### Recesses Slow Hearing

(Continued from page 3)

milk if that should be a result of the hearing, but insisted that any price increase to producers should be absorbed by the milk handlers.

Up to November 28 no direct testimony of opponents had been placed upon the hearing record.



Ralph E. Harnish, Christiana, Pa., sends in this picture of Shirley and her pets playing near their modern dairy barn.



### Prices Paid for 4.0% Milk

Weighted Averages, October, 1941  
F. O. B. Philadelphia

Abbotts Dairies	3.05
Baldwin Dairies	2.99
Breuninger Dairies	3.08
Engel Dairy	3.18
Gross Dairy	2.99
Harbisons' Dairies	3.11
Hutt Dairies	2.72
Missimer-Wood-Narcissa	3.01
Scott-Powell Dairies	2.96
Supplee-Wills-Jones	3.02
Sypherd's Dairy	3.09

### F. O. B. Wilmington

Blue Hen Farms	2.84
Clover Dairy Company	2.92
Delamore Dairy	2.87
Frain's Dairy	2.94
West End Dairy	2.86

### New Jersey Prices

F. o. b. market, cwt. of 3.5% milk.  
Class I Class II Class III  
Oct. \$3.37 \$2.22 \$1.43  
Nov. 3.37 2.22 1.45

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

### Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. (Price orders in several Pennsylvania markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Average price New York 92-score butter Cents Per Pound  
First Half Last Half Monthly  
October 36.23 35.17 35.65  
November 36.84 35.58 36.18

MARKET	OCT.	NOV.
Areas 1 (Phila), *6, 11	\$1.53	\$1.55
Areas 4, 9	1.48	1.50
Areas 10, 14, †15 (Zone 2)	1.48	1.55
Wilmington	1.53	1.55

Class III price in Area 6 (Except Chester and Montgomery Co.) Oct. 1-6—\$1.48. Comprises those parts of Chester and † Montgomery Counties formerly in Area 6. Class III price Nov. 1-9—\$1.50.

The October average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. The butterfat differential on Class I and II, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Glass milk pails, as standard equipment for milking machines, are announced "for the first time" by a Wisconsin manufacturer. Heretofore they have been attached only to "parlor milkers."—*Dairy Produce*

There are over 400 varieties of domestic and European cheese. Only experts are familiar with all of them.

### Classification Percentages—October, 1941

#### PHILADELPHIA MARKETING AREA

	Class I	Class II	Class III	Bonus to "A" Producers
	Zone 1	Zone 2	III	69% of Prod.
Abbotts Dairies	78.51	2.49	18	1
Baldwin Dairies "A"	89.66	7.91	1.39	1.04
Baldwin Dairies "B"	72.75	7.27	11.08	8.9
Breuninger Dairies	82.5	0	16.97	.53
Duncan's Dairies	x	89.99	10.01	0
Engel Dairy	90	0	10	0
Gross Dairies	74.5	0	25.5	0
Harbisons' Dairies	86	0	10	4
Hernig, Peter, Sons	83	0	17	0
Hill Crest Farms	x	90.59	9.41	0
Johnson, J. Ward	x	84.86	13.3	1.84
Martin Century Farms	x	87.67	9.02	a
Missimer-Wood-Narcissa	51.81	29.08	19.11	0
Nelson Dairies	x	78	15	7
Scott-Powell Dairies	68.25	6	22.75	3
Supplee-Wills-Jones	55.84	16.18	27	1
Sypherd's Dairy	85.3	0	8.3	6.4
Turner & Wescott	70	0	29	1
Wawa Dairies	x	76	17	7

#### DELAWARE AND OTHER PENNSYLVANIA

	Class I	Class II	Class III	Bonus to "A" Producers
Blue Hen Dairies	77.4	x	18.1	4.5
Clover Dairy Co.	84.45	x	13.93	1.62
Eachus Dairy Co.	81	8	11	0
Everett Milk & Ice Cream	43.5	2.3	31.2	23
Frains Dairies	87.16	x	8.74	4.1
Hoffman's (Altoona)	34	7	58	b
" (Bedford)	33	?	?	0
" (Huntingdon)	34	7	58	b
May's Dairy	71	1	2	26
Penn Cress Ice Cream Co.	36.4	2.5	61.1	0
Stegmeier, Clayton	70	4	26	0
Chas. G. Waple, Dairies	91.2	7.4	0	1.4
Williamsburg Dairy	95	5	0	0
Mt. Union S. Milk Co.	90	10	0	0

#### NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess Balance
Abbotts Dairies "A"	100	0	
" " "B"	105	0	
Scott-Powell Dairies "A"	c88.7	11.3	
" " "B"	100	0	
Supplee-Wills-Jones	100	0	

a Sales in Area 6—Class I, 2.85% @ \$2.90; Class IA, 0.46% @ \$2.28.

b 1% in Class V at \$1.53.

c "A" bonus paid on 65.1% of norm

x This Class does not apply.

### Feed Price Summary for November, 1941

Compiled by the Inter-State Milk Producers' Cooperative, Inc.  
from data supplied by a selected list of feed dealers

Ingredients	Nov. 1941 (\$ per T.)	Oct. 1941 (\$ per T.)	Nov. 1940 (\$ per T.)	% Change Nov. 1941 compared with Nov. 1940
Wheat Bran	40.20	41.14	31.84	- 2.28
Cottonseed Meal 41%	50.89	51.83	39.16	- 1.81
Gluten Feed 23%	36.68	38.73	32.32	- 5.29
Linseed Meal 34%	39.94	42.56	33.33	- 6.16
Corn Meal	39.01	39.64	36.41	- 1.59
Mixed Dairy Ration 16%	41.31	41.14	34.34	+ .41
" " 24%	47.48	49.94	38.35	- 4.93
" " 32%	50.08	53.83	41.04	- 6.97
Brewer's Grains	38.82	38.51	32.99	+ .80

Housewife: "Isn't that expensive for a little pillow?"

Salesclerk: "Well you see, ma'am, down is up."

The one great fault in cooking vegetables is over-cooking.

Judge: "Constable Parkens says you were speeding."

Motorist: "Yer Honor, I was on my way to Brushville to get my mother-in-law, her cat, canary—"

Judge: "Case dismissed! You were not speeding."

### Prices 4% Grade "B" Milk (Prices quoted are f. o. b. Delivery point)

October Averages and October and November Schedules. (Explanatory notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price October	Class I Price Oct. & Nov.	October	November
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$3.30	\$2.08	\$2.11
Wilmington Dealers	Wilmington, Del.	see page 6	3.09	2.08	2.11
Abbotts Dairies	Coudersport, Pa.	2.75	*2.70	2.01	2.03
"	Curryville, Pa.	2.70	*2.79	2.03	2.06
"	Easton, Md.	2.70	*2.88	2.03	2.06
"	Goshen, Pa.	2.76	*2.95	2.03	2.06
"	Kelton, Pa.	2.78	*2.97	2.04	2.07
"	Oxford, Pa.	2.73	*2.97	2.04	2.07
"	Port Allegany, Pa.	2.75	*2.70	2.00	2.03
"	Spring Creek, Pa.	2.75	*2.66	1.99	2.02
Breuninger Dairies	Richlandtown, Pa.	2.78	*2.94	2.03	2.06
Centerville Producers' Co-op.	Centerville, Md.	2.74			
Duncan's Dairy	Springfield, Pa.	3.016	3.12	2.08	2.11
Eachus Dairies	West Chester, Pa.	2.69	x <sup>2</sup> 2.85	1.81	x1.84
Everett Milk & Ice Cream Co.	Everett, Pa.	2.13	y <sup>2</sup> 2.70	1.80	2.07
Harbisons' Dairies	Brandtsville, Pa.	2.79	*2.94	2.03	2.06
"	Byers, Pa.	2.79	*2.94	2.03	2.06
"	Carlisle, Pa.	2.79	*2.94	2.03	2.06
"	Hurlock, Md.	2.74	*2.88	@2.03	@2.06
"	Kimberton, Pa.	2.79	*2.94	2.03	2.06
"	Massey, Md.	2.76	*2.90	@2.04	@2.07
"	Millville, Pa.	2.69	*2.82	2.02	2.05
"	Sudlersville, Md.	2.76	*2.90	@2.04	@2.07
Harshbarger Dairy	Altoona, Pa.	—	*2.96	1.81	1.84
Hernig, Peter, Sons	Boiling Springs, Pa.	2.75	*2.90	2.03	2.06
Hershey Creamery Co.	Greencastle, Pa.	2.60—2.70			
Highland Dairy Co.	Doe Run, Pa.	2.66	x <sup>2</sup> 2.85	1.81	x1.84
Hill Crest Farms	Eddington, Pa.	3.02	3.12	2.08	2.11
Hoffman's	Altoona, Pa.	2.39	*2.96	1.81	1.84
"	Bedford, Pa.	2.22	y <sup>2</sup> 2.70	1.80	2.07
"	Huntingdon, Pa.	2.29	y <sup>2</sup> 2.70	1.80	2.07
Johnson, J. Ward	Woodlyn, Pa.	2.95	3.12	2.08	2.11
Martin Century Farms	Lansdale, Pa.	3.02	3.12	2.08	2.11
May's Dairy	Altoona, Pa.	2.54	*2.96	1.81	1.84
Miller-Flounders Dairy	Chester, Pa.	2.93	3.12	2.08	2.11
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.63—2.65	y <sup>2</sup> 2.70	1.80	2.07
Nelson Dairies	Jeffersonville, Pa.	2.85	3.12	2.08	2.11
New York City Buyers	201-210 Mile Zone	2.95			
Pebble Hill Farm	Doylestown, Pa.	—	3.12	2.08	2.11
Penn Cress Ice Cream Co.	Cresson, Pa.	2.23	*2.96	1.81	1.84
Scott-Powell Dairies	Clayton, Del.	2.67	*2.92	2.04	2.07
"	New Holland, Pa.	2.71	*2.98	2.04	2.07
"	Pottstown, Pa.	2.75	*3.03	2.04	2.07
"	Snow Hill, Md.	2.54	*2.76	2.02	2.05
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.83			
Stegmeier, Clayton	Tamaqua, Pa.	2.61	*2.96	1.81	1.84
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.64	*2.79	2.01	2.04
"	Chambersburg, Pa.	2.60	*2.87	2.02	2.05
"	Hagerstown, Md.	2.70	*2.81	@2.03	@2.06
"	Harrington, Del.	2.72	*2.90	@2.03	@2.06
"	Huntingdon, Pa.	2.68	*2.85	2.02	2.05
"	Leaman Place, Pa.	2.79	*2.99	2.04	2.07
"	Lewistown, Pa.	2.70	*2.87	2.02	2.05
"	Mercersburg, Pa.	2.70	*2.87	2.02	2.05
"	Mt. Pleasant, Del.	2.73	*2.90	@2.04	@2.07
"	Nassau, Del.	2.70	*2.87	@2.03	@2.06
"	Princess Anne, Md.	2.64	*2.79	@2.03	@2.06
"	Townsend, Del.	2.73	*2.90	@2.04	@2.07
"	Waynesboro, Pa.	2.70	*2.87	2.02	2.05
"	Worton, Md.	2.72	*2.90	@2.03	@2.06
Swavely, H. R. Dairy	Pottstown, Pa.	—	x <sup>2</sup> 2.85	1.81	x1.84
Sylvan Seal Milk Co. (Del)	F. O. B. Farm	2.60			
Turner & Wescott	Glen Roy, Pa.	2.68	*2.97	2.04	2.07
Walnut Bank Farms	Quakertown, Pa.	2.85	3.12	2.08	2.11
Charles G. Waple Dairies	Tyrone, Pa.	—	y <sup>2</sup> 2.70	1.80	2.07
Wawa Dairy Farms	Wawa, Pa.	2.75	3.12	2.08	2.11

\* A Class I-A Price of \$2.20 per cwt. of 4% milk applies in these markets.

† This price applies to that part of the Class I milk sold in Zone 1 of the Philadelphia Milk Marketing area—the price of that part of the Class I milk sold in Zone 2 being 18 cents less per hundred pounds.

@ This is the price Inter-State is insisting that the out-of-state receiving station buyers pay to members in order that the price be uniform both within and without Pennsylvania. As yet this has not been agreed to by the buyer.

x Effective November 10, Class I price, \$3.10; Class I-A, \$2.30; Class II, \$2.07.

y Effective November 1, Class I price, \$2.96; Class I-A, \$2.30.



# Our Changing Conditions

By B. H. Welty, President

At no time in the history of this country have we Americans faced such critical world conditions as those now confronting us. The big question on all our minds is to determine the best way to eliminate that threat to world peace which hangs over us, and which necessitates the heavy arming of every country desiring peace, in order to preserve its peace and independence. We must seek a means of eliminating this need for armament in order that our resources may be utilized for peaceful purposes.

In spite of this situation the present generation has much to be thankful for, much that has been handed down through the toil, hardships and good judgment of those who preceded us. It is our responsibility today to toil equally hard and to use the same keen, sound judgment that the pioneers in our country did. Only through determination to follow that course can this nation go forward and can we pass on to succeeding generations those things which past generations have presented to us with accrued interest.

The problems that face our nation are also the problems that face Inter-State. The size may be different and they may assume somewhat different outward appearances, but, getting right down to fundamentals, they are remarkably similar.

## We Have Built Solidly

Inter-State has built a solid foundation but in this ever-changing world we must keep on building—building for tomorrow. We must use every proper tool, every good material available, to build solidly and substantially. If we do so and our economic picture changes so that adversity is forced upon us, we will then be better able to withstand the trials that are sure to accompany such a change.

The last several months have presented a decidedly mixed-up picture in our dairy industry. There is no need for me, here, to go into the detail of increased production costs and the lagging milk price situation. We know that costs have, thus far, far out-distanced any increases in returns that have come to us. We are carrying out plans which we feel will bring our price level up in keeping with today's cost conditions. Once having obtained such prices we must then prepare, as an organization and as individuals, for the day when prices may, of necessity, have to go the other way. We must prepare our finances for that, both as an organization and as individuals and even more important, we must prepare our thinking for it. The true and final test as to whether we, as Americans and as Inter-State members, can face adversity will depend largely on how we face and handle any prosperity with which we may be favored.

## A Place in National Defense

I want to present here a few facts about the dairy industry and what it is doing in national defense. Special emphasis must be given the work of the National Dairy Council in helping determine a proper and adequate diet for our soldiers in training. The diet—the ration if you please—that the American soldiers today are receiving is superior to any ever before given soldiers of any army. In fact, I understand that out of 39 food units per day allotted to each

were paying as high a price as the weighted average price being paid by fluid milk buyers in the same general areas.

These two trends—higher production costs and higher prices being paid by competing manufacturing dealers—continued throughout the summer. They will be discussed more fully in other reports.

The price increase authorized in Pennsylvania Commission's order A-73 gave partial relief. Likewise, new price orders in New Jersey, covering Classes I and II, gave our New Jersey members higher prices on most of their milk.

## Other Legislation

In addition to correcting the milk control law which we assumed as an essential legislative job, Inter-State, in conjunction with the Pennsylvania Council of Farm Organizations, sponsored other legislation helpful to farmers. This included (1) opposition to the repeal of the relief milk act—with favorable results; (2) opposition to changes in the present cooperative laws, also with favorable results; (3) work toward the revision of the milk sanitation act so as to clarify some of its provisions and to set up a dairy advisory council, on which no favorable results can be reported; (4) favored the passage of a \$2,500,000 appropriation for the eradication of Bang's disease—we got \$1,400,000; (5) favored the passage of a bill which would have permitted the use of powdered milk and powdered skim milk in the manufacture of sausage, Pennsylvania being the only state in the country where such use is illegal, this change being defeated; (6) favored the elimination of the gasoline tax on gasoline used for strictly farming purposes, the bills never getting out of committee; (7) favored the passage of an adequate appropriation for agricultural research at Pennsylvania State College.

## State College Needs

Included under the last item was \$110,000 for certain buildings badly needed by the agricultural experiment station and \$321,000 for special research studies on certain agricultural problems in the state, these two items to be ear-marked for those special purposes. This represented an increase in the research appropriation of only \$177,000 over the previous two-year period. These appropriations are considered as essential for the continued advancement of the agricultural industry of our commonwealth. As compared with neighboring states the amount of money appropriated by this State for agricultural research is very small. Based on \$100 of farm income, New Jersey appropriations for agricultural research are 46 cents; New York, 31 cents; Ohio, 12 cents; and Pennsylvania only 4 cents. As the bill finally passed those special items were not ear-marked.

Inter-State was also active in legislative activities in New Jersey, Delaware and Maryland. In every case the position of Inter-State was studied carefully and a stand taken which it was felt would be for the benefit of milk producers generally. In New Jersey, especially, our secondary market committees were active in determining policies on milk control legislation.

## District Dinners

The members of Inter-State, during the past winter, got together at 23 District dinners. These dinners were held in 20 of the 22 Districts, some of the Districts having to hold two dinners in order to find accommodations that could handle the large number of members and their friends who desired to attend. These dinners afforded the management and officers a splendid opportunity to bring first-hand information concerning Inter-State and the milk market directly home to Inter-State members. Almost without exception the

last year's annual meeting, which was included in the approval of a resolution by last year's delegates, one of our first jobs was plugging the consignment loophole in our Pennsylvania Milk Control law. Our job in that connection was to make our control law as strong and effective as possible. In this matter of favoring the closing up of the consignment gap, we were joined by the Supreme Court which so recommended in its decision upholding consignment under the law as previously written; by the Governor in his message to the legislature; and by the special dairy legislative commission.

In spite of that background it was a real job to amend the law so as to correct this difficulty. Bills to that effect were introduced in the legislature in January. Numerous attempts were made, at one time or another and under various guises, so to amend the milk control law as to weaken it and leave it of practically no value to farmers. The real battle in the legislature is not revealed through the votes in either House or Senate on the bill as finally passed.

## Veto a Disappointment

It is pointed out, too, that when the bill was passed in June, presumably on a basis which was agreeable to the Governor as well as most producer groups, it was vetoed by him on a minor point on which a misunderstanding apparently developed. The legislature, not having yet adjourned and being assured that, with this point corrected, the Governor would sign a new bill, passed such a bill with the Governor's objections eliminated. The bill was finally signed in July and consignment contracts were thus brought under the Commission's control.

The Pennsylvania Milk Control law, as it now stands, seems to fulfill the needs of producers, except that it lacks sufficient appropriation for the proper enforcement of this act regulating a business which nets Pennsylvania farmers more than \$100,000,000 a year. The present law gives the control authorities the opportunity to perform a real service for the industry.

As long as the consignment loophole in the control law existed there was some doubt as to the advisability of holding hearings until that question was settled. Last April, Inter-State formally gave notice to the Milk Control Commission that Inter-State was requesting hearings in the markets in which our members sell milk as soon as the consignment issue was settled and urged the Commission to make immediate preparations for such hearings. At that time we had no idea it would require another three months to take care of the legislative details alone.

## Lend-Lease Has Effects

Furthermore, during that period the effects of the Lend-Lease buying program of dairy products were first felt and dairy markets, instead of following the usual spring trend of lower prices, actually started to climb and they kept on going up as the season advanced. Production costs, especially feed and labor, were also mounting steadily and producers were actually losing tremendous sums daily. The Class I price, and Class IA also in those markets where it applies, were fixed and there was only slight relief through the higher Class II and III prices resulting from higher butter prices. Buyers obtaining milk for manufactured purposes were boosting their prices each month and, in some instances,

## EXTRA COPIES

of the

## Annual Meeting Issue

## OF THE REVIEW

## Are Available to Members

We suggest that they may be useful in telling your non-member neighbors of the work your Inter-State is doing.

soldier, 13 are made up of dairy products, a far higher proportion than ever before.

Unfortunately dairy products have not played as important a part in the diet of our people generally as they should. This is evidenced through the high percentage of rejections in the selective service due to such defects as malnutrition, underweight and poor teeth. The latter, especially, shows a lack of calcium in the diet, a mineral found abundantly in milk. We could go into considerable detail about the number of rejections due to underweight and similar causes, many of which would have been avoided through proper nutrition.

## We Must Advertise

This leads us directly into a new dairy activity which is now in its second year, namely, the national advertising program for dairy products. This program is financed directly by milk producers and the amount of money being raised is the very small sum of about 10 to 12 cents per cow per year. Up to date, the money is being raised in only about 12 states and the amount available for the current year's advertising is about \$350,000. In terms of national advertising programs that is small change, as evidenced by the fact that even the oleo industry, in advertising oleomargarine alone, is reported to have set aside more than twice that amount to try to convince consumers to use that substitute product, which is definitely inferior to butter but a persistent imitator of it. I understand that the first full-page color advertisement in the butter advertising program will appear in the December 12th issue of "Life" magazine.

I believe the dairymen of the eastern seaboard states should also take part in this program, but that is too big a subject to get into here today. It deserves a place on our calendar of future work.

Having served on Inter-State's legislative committee last winter, I think it in order that I give you a review of our activities in that connection. As we discussed at

sentiment at the meetings was most encouraging and I feel that the members took home from those meetings a better understanding and a keener appreciation of Inter-State and its work than they had before. I most earnestly recommend the continuation of these meetings and hope that even the splendid turnouts we have had may be improved.

During the past year Inter-State has tried very hard to do those things that would be of help to our members. In much of that work we had no choice but to do things that would also help a lot of non-members who would get the benefits without paying any of the cost connected therewith. Correcting this situation of having to help non-members in order to help ourselves, is a job that the members themselves must undertake. I feel positive, and I think you know too, that Inter-State has fully justified its existence and that without a strong organization in this market producers generally would have to accept much lower prices than they now are getting and, further, they would have no reasonable hope of getting the higher prices which they deserve and which present economic conditions not only justify but, in order to be fair, require.

## Delegates' Responsibilities

Inter-State's delegates and members in general have the definite responsibility of contacting their non-member neighbors and informing them of the problems the organization is constantly meeting and overcoming, the benefits of which are also returned to the non-member, to a certain degree, as well as to members. You, as delegates, receive many letters informing you of what Inter-State is doing and what is happening in your milk market. These letters keep you a jump or two ahead of other members on knowing what is going on and what moves are necessary in order to get a fair price for our members and to preserve an orderly milk market.

Because of this extra information sent you, and because of your contact with your neighbors, you delegates are the best membership salesmen that Inter-State can find any place. When you go out among other members and tell what Inter-State is really doing you help those neighbors become better members. Our loyal, well-informed members should constantly talk up the benefits of Inter-State, and the more such members we have the easier it will be to bring eligible non-member neighbors into Inter-State as loyal members, each doing his share of the job of supporting a sound marketing problem.

## Organization Essential

We have only to look around and see the effects of organization. Business is organized and whenever it is to the advantage of competitors to work together for the good of an industry they usually get together for their mutual benefit. Likewise, labor is organized and, whether we approve some of their methods of obtaining their aims or not, we certainly can not obtain the things

that we desire and deserve unless we get together and work together, using methods which are fair and above board in every respect. It is the job of each and every one of us, as Inter-State members, to bring all milk producers in our area to their full sense of responsibility and to make them realize that getting the prices to which they are rightfully entitled doesn't just happen but is the result of united effort and hard work. We can approach and reach that goal only when we work together and stick together.

The past year has been one in which our difficulty has been—not so much in getting markets for members—but in getting the prices commensurate with market conditions. In this work I express my full appreciation to the membership in general who have cooperated with the officers and management in so many respects, and even more so to the delegate body who have been so loyal and who have shown a keen appreciation of Inter-State's problems, both legislative and on price matters.

Likewise, I express the thanks of Inter-State, as its president, to the directors, fieldmen and office force for their sincere and earnest cooperation in carrying out the many varied and difficult programs undertaken during the past year.

## Kephart's Talk

Because of lack of space in this issue of the Review, the summary of the Annual Meeting talk by Inter-State's counsel, A. Evans Kephart, can not be carried this month. Watch for it in the January issue.

## Iowa and Texas Lead In Hog and Cattle Numbers

The 1940 census report of sale of livestock from farms shows that 49,192,047 hogs, 27,305,949 cattle and calves and 28,636,721 sheep and lambs were marketed in 1939. This production is in addition to nearly 15 million animals butchered on farms for home use and for meat sales direct from the farm.

Iowa led in the number of hogs sold from farms, with more than 9 million, followed by Illinois, Indiana, Minnesota and Missouri.

Texas led in number of cattle sold with well over 3,000,000, followed by Iowa, Illinois, Wisconsin and Minnesota in that order. Texas also led in the number of sheep sold from farms.



Ready for Christmas in the South Bank School. Picture sent by Grace E. Frank, West Chester, Pa., teacher in this school.



# The Difficulties We Now Face

O. H. Hoffman, Jr., General Manager

EVER since I have been working for you it has been my custom at the Annual Meeting to discuss with you delegates, first of all, the things which we have been unable to accomplish during the year, then to consider the things which we have accomplished, and finally, to get into the problems of the future. I propose to change that system this year and spend what time I have at my disposal in a discussion of the very serious problems with which Inter-State now is faced.

You remember last year at the Annual Meeting that our principal consideration had to do with the Pennsylvania Milk Control Law and the decision of the State Supreme Court that "consignment" was legal under that Act. You recall further that a complete discussion of the matter was had and that the delegate body authorized us to proceed towards having the Pennsylvania Milk Control Act amended in such fashion as would place the "consignment" of milk under its price fixing regulation.

A good many of you here today have been on the delegate mailing list this last year and have followed the progress and, particularly, the vicissitudes of the fight which Inter-State had in getting your wishes carried out with respect to amending the Act. From the time the Legislature opened in early January until in June, every bit of energy which we had was put into the business of getting the present Act amended so as to control "consignment" and to make it, in my judgment, one of the best Milk Control Acts in the United States, and certainly, one which, from a legal point of view, gives producers adequate protection in the establishment of prices for their milk.

You remember that it was June 5th of this year when the amended bill finally passed both houses of the Legislature. Back in April we asked the Milk Control Commission to do all the prior preliminary work necessary to hold hearings immediately after the passage of the amended bill, in order that the prices in the Philadelphia and other areas in which Inter-State members sold milk might promptly be increased, and on June 19th, the hearing was commenced at Philadelphia. Here we showed that there was need of an increase of 46 cents per hundredweight on all of our milk if we were to secure cost of production and a reasonable return.

## Control Amendment Vetoed

It was on the second day of this hearing, June 20th, that we learned, to our consternation, that the Governor had vetoed the amended Act, because, it was alleged, it had eliminated from the original law that provision which required his signature on all price fixing orders issued by the Commission. I want here for the record to state that this elimination was accomplished as a result of our understanding that the Governor so desired. However, we had no alternative, under the circumstances, but again to get the bill through both houses. By July 8th the new bill was ready for the Governor's signature and sixteen days later, on July 24th, he made it law.

It was July 7th when the prevue of Order A-73, the order now in effect in the Philadelphia market, was held. The Class I price was increased only 32 cents to \$3.30 per hundredweight of 4 percent milk and this figure of \$3.30 applied exclusively to a newly established Zone I within the original Philadelphia marketing area. \$3.12 was

the price established for the new Zone 2, and if the dealer's plant was in Zone 2, he paid the \$3.12 price regardless of the zone in which he sold.

This zone business came as the result of an attempt to iron out certain failures on the part of some of the suburban dealers to pay the prices provided for in the orders applying to this area. This was not a new difficulty. As a matter of fact, it has existed in the Philadelphia market for some years and early last Spring, before the price hearings were held in this market, we suggested that the Commission devote sufficient time to this problem to straighten it out before the price hearing got under way.

Unfortunately, this zone business apparently was established in Order A-73 on no other basis than that the buyers in Zone 2 had higher distribution costs than the buyers in Zone 1. We took the position in the hearing that we had no objection to such zoning as the Commission saw fit, provided the costs were not saddled onto producers.

## Conferences, Mediation, Rejected

You are all more or less familiar with our difficulties throughout the Summer, both with respect to securing hearings and adequate price increases in the secondary markets of the State, and with the difficulty which we encountered in getting a uniformity of prices for milk similarly used, for producers living within and without Pennsylvania. Before Order A-73 was issued the competitive situation had become so acute that for that reason, if for none other, it was necessary that the prices be the same for milk wherever purchased. Inter-State did everything humanly possible to secure a friendly agreement in this matter from our buyers and met first, with their refusal to meet with us as a group and discuss the problem, and second, with not one set of prices within Pennsylvania and another set of prices outside the State, but with actually five different sets of prices, one inside the State and four, each different, outside the State. You know how we then proposed mediation as provided for by law and how this was refused.

You know how we next turned to the Pennsylvania Milk Control Commission on August 11th and told them we had exhausted every other possibility and had no choice but to request the Federal Government to join with the Pennsylvania Milk Control Commission in the joint regulation of this market. We have told you that on August 15th, officers of Inter-State met in Washington with members of the Dairy Division of the United States Department of Agriculture and with representatives of the Pennsylvania Milk

Control Commission in order to arrange for such joint procedure. We have told you that on August 13th we called together our buyers,—this time we had no difficulty in assembling them,—and notified them of the necessity of our taking this action. From that time on until the week prior to September 22nd, Inter-State attempted by every means possible to secure from the Commission, and even from the Governor himself, a decision with respect to what the State might be able to do in the business.

Finally, a conference was had with Attorney General Reno and it was explained to him that Inter-State was being driven to a position of having to request the Federal Government to move separately if the Commonwealth would not join. To the everlasting credit of that understanding and open-minded gentleman he it said that within less than a week thereafter, notice was received that on September 22nd a hearing would be held in Philadelphia to consider whether the Pennsylvania Milk Control Commission should or should not join with the Federal Government in the consideration of the matter of joint regulation of the market.

## Joint Hearing Proposed

At this hearing, Inter-State proposed joint control in a brief and uncontested statement made by our counsel, Mr. Kephart. Cross-examination of each of those who testified at the hearing developed that should the Federal Government be brought into the market they desired that the State join with the Federal government in such regulation.

As a result of this hearing, Inter-State, on October 1 received information from the Commission that it was prepared to join with the Federal government in the holding of a hearing in Philadelphia on any day after October 15th. On October 4th we were given to understand that a hearing on the 15th would be held and confined to a reconsideration of the zone question, since this particular part of Order A-73 had been appealed by certain dealers in Zone 1 and that the issue of school milk prices might also be considered. However, on October 7 we were notified by telephone that the hearing on October 15th would cover everything, including prices, and at about the same time, we learned that the Federal State hearing was to start on October 23rd.

## Additional Help Engaged

This threw a heavy burden upon us. Up to that time, if my recollection serves me right, we already had been obliged to prepare material for some 15 hearings in Pennsylvania and New Jersey. It had been necessary to hire additional help and we secured first, Mr. Earl Warner of the University of Mississippi and, when he had to return to his work, then Mr. Herbert Kling of Cornell University to assist in the compilation of the statistical material for these hearings.

From the time we received the notice of that State hearing all of us have been obliged to work practically day and night in the preparation of our case. In this connection, I want to express, both personally and on behalf of Inter-State, our very great appreciation for an unusual kindness on the part of Mr. Derrick, manager of the Maryland and Virginia Milk Producers' Cooperative. Mr. Derrick discovered that we had two hearings to prepare for in a period considerably less than one normally

allows for the preparation of one. I had talked to him about where we might be able to secure another economist and, I suppose, had sounded somewhat dismal. The next morning there walked into our office, Mr. Galbreath, his statistician, with the statement that Mr. Derrick had sent him up "for the duration."

This action on Mr. Derrick's part and the great assistance furnished by Mr. Galbreath deserve comment for several reasons. As you know the Washington milk shed and ours overlap and occasionally there is competition between us. Also, Mr. Derrick's Cooperative, on occasion, sells cream in this market, and during the three years I have been here, the Maryland and Virginia Milk Producers' Association has not only mouthed cooperation but has practiced cooperation to an unusual degree.

## Co-ops Really Cooperate

I do not know whether you know it, but Derrick has a Federal order in his market and has lived peaceably with it ever since it was established. In that order his classifications of milk include one for manufactured cream, and it may interest you to know that the Washington order has, as its manufactured cream class price, the open cream price in the Philadelphia market—a price which his Cooperative itself proposed. I believe you can understand how and why we appreciate such unselfish cooperative action.

I might observe here too that we have had the same fine degree of cooperation from Dr. Shermantine in Baltimore. This Fall there has been considerable milk moved between markets and on all occasions Dr. Shermantine, or one of his representatives, has consulted with us. In this connection, Dr. H. C. Byrd of the University of Maryland remarked last year upon the ability of our three cooperatives, in competing territories, to work with one another, and at this time, when we are having more difficulties than we care to recite, such sincerity of cooperation and such practice of cooperation means much to us.

But I have wandered temporarily from my subject. I said that on October 15th the State opened a hearing to consider everything. This hearing ran until the afternoon of Saturday of the week of October 15th, with the Commission sitting until after 1:30 Saturday morning in an attempt to wind up the business. Meantime, we were given to understand that telegrams had been sent by the Commission and by the Philadelphia dealers, requesting that the Federal hearing on the 23rd be delayed until the following week, and it was Tuesday, October 28th, before the joint hearing really began.

## Hearing Goes On

The hearing is still in progress. I have never seen the like of it in my life. It commenced on Tuesday, October 28th, ran through until Friday, October 31st, and was then recessed on petition of the Commission and the dealers until November 10th; at that time it reconvened and continued until the afternoon of last Wednesday, November 19th.

The opponents have about a dozen of the cleverest milk lawyers in the East lined up against us, three of them ex-attorneys for the Milk Control Commission. The entire time, with the exception of less than two days, has been taken up in the most detailed, repetitious and grueling cross-examination of Francis Willits, Jr., and me that I have ever seen or been subjected to. Your Directors, as I told you, saw the trend which the hearing had taken during the first week and authorized Mr. Kephart to retain additional counsel, and he has had his brother, John Kephart, Jr., and Mrs. Mary Connor Myers assist him since that time. So far the opponents have not put in



O. H. Hoffman, Jr., General Manager of the Inter-State Milk Producers' Cooperative

any direct testimony of their own, nor have they yet even completed their cross-examination of us.

During the 10-day recess we were approached with the proposal that we drop this hearing and work out a means of market auditing and cooperation without bringing in the Federal government. Our reply to this was that we had been forced into this matter and that we could not turn back at this late date.

The reason for recessing the hearing this last Wednesday was to permit the State to conduct certain prevues of other proposed orders, particularly a new one for Philadelphia based on the hearing of October 15th.

## The Proposed State Order

You are familiar, I believe, with this new order which the State has proposed. It preserves, substantially, the same Zone 1-Zone 2 arrangement as in Order A-73, except that Zone 1 is made slightly smaller, that is to say, more milk will be paid for at the Zone 2 price. The new price for milk sold in Zone 1 by Zone 1 dealers is increased 28 cents to \$3.58 per hundredweight. The Zone 2 price, likewise, is increased 28 cents, and is now \$3.40 per hundredweight. You remember that Order A-73 allowed any dealer whose place of business was outside of Zone 1 to purchase his Class I milk for sale in Zone 1 as well as in Zone 2 at 18 cents less than the Zone 1 price. The new order apparently has done away with this provision unless the dealer's plant is more than five miles from the Zone 1 line, and has a list of mile zones applicable to sales in Zone 1. The first mile zone provides that milk for sale in Zone 1 may be bought at 7 cents less than the \$3.58 price, although purchases for sale in Zone 2 continue to be bought at 18 cents less than \$3.58 Zone 1 price. A plant in another of these zones, under the proposed order, would pay \$3.58, less 12 cents, or \$3.46 for its sales in Zone 1, while for milk sold in Zone 2, which lies immediately adjacent to its plant, it would pay only \$3.40.

The order has put condensed milk and cream cheese in Class II, as we have requested, but the Class II price is increased only 13 cents above its present level. You recall that the present Class II formula is four times butter, plus 20 percent, plus 37 cents. The new price, on a 36-cent butter quotation, amounts to \$2.23, which is at least 30 cents below the Class II price we have proposed at the joint hearing.

The Class III price is up 5 cents from the

old formula and is butterfat content plus 15 cents. For 4 percent milk, on 36-cent butter this amounts to \$1.59. The formula we have proposed for Class III milk at the joint hearing is four times butter, plus 20 percent, which, on the same 36-cent market, amounts to \$1.73.

The proposed State order increases quarts 1 cent and leaves pints as they were. It is generally understood in the market that such a price increase, with no change in pints gives a net increase of 40 cents per hundredweight. The dealers claim that 10 percent of this 40 cents, or 4 cents generally goes to additional commissions to drivers, so that this would leave 36 cents as the new net increase to buyers.

## Taken From the Record

Mr. John McKee, chairman of the Commission, stated for the record last Wednesday that dealers were now enjoying a profit of approximately 20 cents per hundredweight on all milk sold by them. It is a simple matter of arithmetic to subtract the 28-cent increase to producers granted under the present order from the 36-cent apparent net increase to buyers and arrive at a figure of 8 cents as a net addition to the existing profit of 20 cents. In other words, the proposed net profit to handlers on the basis of Mr. McKee's statement should now approximate 28 cents per hundredweight on all milk handled by them.

I do not propose here to discuss what is a reasonable profit for a dealer, but I do want to point out that according to our best records it requires a price of \$3.70 for Class I, a price in excess of \$2.55 for Class II and a price approximating \$1.73 for Class III, without any zone differentials deducted, if producers are to receive their bare cost of production plus a 10-cent per hundredweight profit. It seems unreasonable that we should be asked to continue to supply milk at a loss while, under the Commission's orders, our buyers receive a profit of 28 cents per hundredweight on that milk.

## The Law Says

Section 805 of the Milk Control Act, by the way, specifically states the legislative policy in this respect. It says,

"It is hereby declared to be the legislative intent that the benefits of any increase of prices received by milk dealers, by virtue of the minimum price provisions of this article, shall be given to producers, except in cases where the Commission deems a deviation from this policy necessary in order lawfully to maintain proper milk markets and outlets for producers and consumers. The Commission shall, whenever it deems such action necessary, issue orders, rules or regulations to effectuate this intent."

At the prevue of this order, held last Friday, Inter-State pointed out the failure of this order to meet the present needs of producers. It proposed, however, that the order be made immediately effective in order that producers might receive even this increased and sorely needed return for their milk. Inter-State proposed that the deficiencies in this order be corrected as a result of the hearing now in progress.

It has been necessary for me to recite in considerable detail to you the events which have led up to the present situation. Many of you are probably familiar with them but they are of such serious import that I feel it necessary again to bring them to the attention of you men who are Inter-State.

Inter-State, in my judgment, is faced, at the present time, with one of the most serious situations which has ever confronted her. Last year at the annual meeting I raised the question: "Are we to insist that the present Milk Control Act



be left intact with only such changes as are necessary to meet the consignment problem and any administrative deficiencies now found to be present? And then demand that this Control Act be given a chance to work? By this I mean through an adequate budget for enforcement; through the appointment of an adequate staff to carry it out; and most of all through its sincere and vigorous backing by those in power."

I am personally fond of both members of the Commission and their personnel generally, and I want it understood that any comments which I make are entirely impersonal and completely in the interest of the producers who are paying my wages, but it is necessary to consider the facts which do exist.

### Commission Handicapped

First of all, we were unable to secure additional appropriations. Next, the chairman is not approved by the Senate, as is required by the Act; the other member's appointed term has expired and he is now serving at the pleasure of the Governor; finally no third member has been appointed by the Governor at all, even though the Act so requires. The Commission no longer has an economist in its employ and its chief statistician, John Plautz, for whom I have the deepest respect, is loaded with enough work to kill three men. The men employed are, I believe, trying their best to do a good job but there are not nearly enough of them, and trained accountants are all too few. Practically all of the legal work for the entire State is loaded on the shoulders of Frank Coho, who is working as long, as hard and as capably as any man I know in the State's employ.

The figures upon which dealers' spreads are calculated, to the best of my knowledge, are secured from dealers' reports, not from audits of dealers' books. There is made available to the public no complete nor up-to-date data with respect to the purchase and utilization of milk. Due chiefly to the press of work, I feel sure, some areas of the State have not yet received a single price-increase order. Finally, no vigorous policy of enforcement seems possible of accomplishment.

Under such circumstances, milk producers cannot be blamed for feeling that the orders being issued are designed principally to avoid dealer appeals.

### Handlers Express Opinions

Our buyers, even though all of them are opposed to a Federal Order, have reacted differently to the action we have taken. A good many have been quite decent and some have even privately admitted that they could not blame us for the course we have taken. Others have admitted they made a mistake last Summer and have said that they never thought we were serious when we proposed that the Federal Government be brought in and that there was still time to straighten the matter up and they wanted to straighten it up. A few others have intimated that if we insist on our present program of bringing the Federal government into the market, it will not be well for the Cooperative.

This latter business is of sufficient seriousness that I need to talk to you about it quite frankly. As I say, it has been intimated that if Inter-State wants to get along in this market, it had better lay off a Federal order. I want to state for the record that we exhausted every possibility to straighten out our differences before we asked the Federal government to come in. We proposed joint conferences and they were turned down. We proposed joint conferences with a member of the Dairy Division and they were turned down. We proposed mediation and that was turned down. Incidentally, I believe that some of our buyers were speaking in all sincerity

when they gave, as their reason for not consenting to mediation, the fact that any agreements arrived at would not be binding upon those buyers who did not sell to Inter-State and who bought on a flat price basis outside the State. Having exhausted all of these possibilities, the Board of Directors directed the management to ask for joint control of the market.

### The Real Issue

As I have pointed out, we have been in the trenches of a hearing since October 28th, and Francis Willits and I have not been released from cross-examination, and nothing yet has been put on by the opponents. We have begged these buyers to make a record for themselves and their difficulties so that a fair order can be issued. Instead we are informed that if an order is issued, it will be carried to the Circuit Court and Supreme Court.

The most immediate issue, as I see it is not even whether we have a Federal Order nor whether prices be the same both within and without the Commonwealth. The question is whether we have an agency in this market with sufficient strength to resist handler pressure, with sufficient facilities adequately to evaluate market situations, to calculate fair market prices and then rigidly to enforce them as was authorized by this Delegate body last year. It appears to me that joint control can add greatly to the prestige of the Pennsylvania Milk Control Commission and it appears to me the only solution to our present difficulties.

What will happen to me or to the Cooperative is secondary at this moment, I believe, to this matter of principle. I hold no ill feeling whatever toward the opponents nor their course of action. We want an order which is fair to them, but we also want an order which is fair to us. Likewise we want prices and conditions which are fair to them, but prices and conditions which are also fair to us.

### My Promises in 1938

I have tried to the best of my ability to carry out the policy which I proposed to you when I came here in 1938 and for the record I should like to read that policy to you, as it appeared then in the Review. It says:

"I am going to try awfully hard to do three things: First, to keep you members, your Board of Directors and your officers, fully and truthfully informed—on both good news and bad. Second, to preserve a relationship of respect and friendliness between the Cooperative and those with whom it does business. And finally, to see that it does business on the same realistic basis that any other successful concern must."

With respect to the first one about keeping you truthfully informed you men have had time to make up your minds now as to whether you have received the truth, and not only the truth, but the whole truth, with respect to your affairs. With respect to the second, which has to do with preserving a relationship of respect and friendliness between the Cooperative and its buyers, you, as well as the buyers, will have to be the judges. I have tried to keep my commitments to both of you and wherever possible I have attempted to break down any class consciousness which might exist as between groups. I have done this purposely because I have a very deep conviction that nothing so endangers our democracy and its healthy life as the encouragement of class consciousness and I just don't like it anyhow.

### What Kind of Organization

I am convinced that, whether buyers like Inter-State right now or not, there will continue to be some organization of producers in this area with whom buyers will have to do business and I am further convinced that it will be more to the profit of buyers, as well as producers, if that organization is a reasonable and businesslike one rather than a radical and class conscious one. However, this must be remembered, no cooperative can carry out its proper function on a reasonable and businesslike basis and not be treated as an equal by its buyers. The day has passed when dealers in this or any other market can expect even the most benevolent of autocracies to be preserved among the producers of their milk any more than they can expect such a condition among the men who distribute that milk for them. Also, neither friendship nor respect is purchased through submission.

### Dealers' Organizations

Finally, with respect to this question of relationship with our buyers, I see in the market, and buyers in the market themselves admit to me, that cleavages are developing among the distributors. We find now that, in addition to the Philadelphia Milk Exchange, the Delaware County Milk Exchange and the Suburban Milk Dealers' Association are in existence. All three are ably represented at the hearing and the three do not hold similar viewpoints. Likewise, it is commonly admitted that within the membership of the Exchange itself many points of disagreement exist. This very condition convinces me that now as never before in our history we need some strong dependable force in this market to protect producers' prices, because where such cleavages start they widen more frequently than do they narrow. Not infrequently too, they widen to the point of inter-dealer fights and it is one of the oldest rules in the milk business to finance dealer fights with producers' dollars. As long as I am manager of Inter-State I do not propose to see this happen and for this reason alone, I believe the course which the Directors have taken is sound and must be backed up.

We are convinced too that the dealers themselves have more to gain than to lose with the establishment of a joint control in this market, which will require all dealers to pay the same price for milk regardless of where it is purchased. It is true that under the present short market conditions, both production area differentials and flat price buying are of little moment. However, neither you nor I are fools enough to believe that this short market condition will continue forever and, once the normal surplus situation returns, we will see again the same old practices which in the past have injured both those producers who sold on a classified basis and their buyers.

### Must Remain Realistic

Coming down to the last part of what I said three years ago, which was to see to it that the Cooperative conducts its business on the same realistic basis as any other concern, I have tried very hard while I have been here to build up our finances. I have done this not with the idea of building any war chest, I don't like that word nor the idea—but with the idea of having enough money on hand properly to take care of emergencies, fulfill our contractual obligations to producers and operate this Cooperative as it should be operated. I want to tell you men that, this year, as every other year since the establishment of the Cooperative, it has been necessary for

Inter-State to expend more than our budget allows, even though the strictest economy has been followed. I want also to tell you that we are going to have one of two choices this next season. Either we must curtail the necessary activities of the Cooperative considerably or spend more money and have a greater deficit than we have had in the past. I would like you men to instruct me at this meeting which course you want followed, the course of efficient management at the lowest possible expense or the course of limiting ourselves to one-half of our income of 4 cents.

The time and regular expense of these last three hearings alone which have run almost continuously since October 15th of themselves will probably double our normal deficit. Such expense is terrific but an increase of 25 cents per hundredweight on one day's milk of our producers alone amounts to nearly \$4,000.

### A Process of Elimination

I have been obliged to talk to you men with great frankness today. This has been a difficult talk to make. The strain under which we have been operating this whole last season has made it hard for one calmly to evaluate our present problems and it has been particularly hard for me to analyze them as cold-bloodedly as I have been obliged to do. Most of life's decisions, as I have seen them, are made on the basis of elimination rather than selection. The directors and I have been driven through elimination to make a difficult decision. Once made, its success will hinge on how it is

received by you men here, who constitute Inter-State's real official family. If this decision meets with your approval we propose to carry it out and if we have your whole-hearted approval, we know that the matter will terminate successfully and that you will continue to back us up through what is bound to be a period of difficulty.

### Appreciation Expressed

I cannot bring this report to an end without expressing appreciation for the very fine degree of cooperation which the Philadelphia office has received from everyone of the secondary marketing committees. These men too have had their troubles and almost without exception in their solutions have worked unselfishly and with great patience. It means much to have these men working along the same policy as the balance of the Cooperative and with that fine degree of understanding which has existed this season.

Due to the unusual pressure, it has been my misfortune not to have attended as many of the meetings in the field as usual this season, but the directors and fieldmen have conducted these local meetings, I know, in excellent fashion and have taken this additional work completely in their stride.

Before I finish too, I want to tell you what a fine job the girls in the office have done this season. Those 15 hearings have called for a great deal of additional work on their part and the extent of that work has been such that we have had to turn over a great deal, not only of the work, but even the

direction of the work, to them. In it they have done a splendid job and the work of every one of them deserves your particular appreciation.

With respect to the men in the office you yourselves know the job they are doing. Their loyalty and support has meant much to me.

### Meeting Calendar

- December 8—Sergeantsville Local of District 2—Sergeantsville Community House, 8 P.M.
- December 16—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
- December 18-19—Pennsylvania Council of Farm Organizations—State College, Pa.
- December 19—Woodside Local of District 17—Home of Joseph S. and Mabel R. Briggs, 8 P.M.
- December 23—Altoona-Huntingdon Inter-State Milk Market Committee—Holidaysburg, Pa.
- December 30—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
- January 12-16—American Institute of Cooperation—Atlanta, Ga.
- January 19-23—Pennsylvania Farm Products Show—Harrisburg, Pa.
- January 27-30—Annual New Jersey Agricultural Week and State Farm Show—Trenton N. J.

## Women Hold Interesting Meeting

### Dr. Janice Smith Discusses Nutrition

"ARE We Well Fed?" was the question brought to the attention of the Inter-State women's group which met at the Benjamin Franklin Hotel, Monday morning, November 24, in connection with Inter-State's Annual Meeting. Chairman of the group was Mrs. H. Wilson Price of Newark, Del., other members of the committee in charge being Mrs. Helen T. Astle, Rising Sun, Md., Mrs. Lucy M. Butler, Middletown, Del., and Mrs. Russell B. Jones, Westtown, Pa.

This problem was the subject of an address by Dr. Janice M. Smith, Assistant Professor of Human Nutrition Research at the Pennsylvania State College, and was illustrated with colored motion pictures.

Dr. Smith divided her talk into three parts: first, a few figures to show that we are not well fed; second, an explanation of how we can recognize this fact; and third, what we can hope to do about it.

According to a recent survey of family food purchases interpreted in terms of the "yardstick diet", she declared that only one fourth of the people have good diets, one third have fair diets, one third have poor diets, and the remainder are borderline cases. This situation, she pointed out, seems rather serious

in a country where we have plenty of food.

Dr. Smith described an experiment being conducted by the Pennsylvania State College with the cooperation of the Pennsylvania Department of Health in which 2400 individuals of all ages, from all types of communities, and within all ranges of incomes were tested to see whether or not they were well fed.

"Only 50 per cent of the individuals fell within the proper weight range," she said, "35 per cent had the proper haemoglobin, 40 per cent had bones which were properly calcified, and from 23 to 24 per cent had a sufficient amount of Vitamin A."

The tests were started in 1935 and have been conducted in all parts of the state, with the cooperation of local hospitals and other agencies. At the present time, Dr. Smith is in charge of malnutrition studies at the Children's Hospital in Philadelphia. Most of her work in Philadelphia is expected to be in connection with family nutrition.

The nutritionist described the types of tests given to the group and illustrated these with her colored motion picture film. Among those given are complete dental X-rays, vitamin A tests, haemoglobin counts, 30 body measurements, body X-rays,

foot prints, blood counts, blood tests for vitamin C, saliva tests, eye tests for vitamin B, food preference tests, and complete medical examinations.

"You don't have to be emaciated or ill in bed to be underfed," the speaker pointed out. "Nor is poor diet based entirely on the amount of money spent for food. Rather, it is a matter of knowledge of foods bought."

"It is important not only to have energy for your daily routine," she added, "but also to have a little extra energy in reserve for emergencies. This is impossible under conditions of malnutrition."

Her conclusion was that only by making the public conscious of its nutritional deficiencies and by teaching proper food habits could dietary faults be overcome.

Earlier in the women's meeting, Miss Louise Everts of the Dairy Council presented a humorous dramatic skit, "Lost and Found," in which she, too, brought up the subject of nutrition. Mrs. Francis P. Willits, Jr., sang a vocal solo "Shortenin' Bread" and an encore "Mighty Like a Rose". She was accompanied by Miss Florence Schultz. Group singing was led by Mrs. Helen T. Astle and greetings were extended to the group by O. H. Hoffman, Jr., general manager of Inter-State.



# The Secretary Reports

## I. Ralph Zollers, Secretary

**T**HE report I am herewith submitting covers the period from September 1, 1940, to August 31, 1941, which represents the Cooperative's fiscal year.

The result of the election of Directors whose terms expired in November, 1940, was announced at the Delegate meeting held in Philadelphia, November 25, 1940, and was as follows:

**District Director**  
5—J. W. Keith  
8—Furman Gyger  
10—Ralph E. Bower  
13—Harry B. Stewart  
19—John Carvel Sutton  
21—Coy E. Mearkle  
23—Charles R. Hires, Jr.

The Board of Directors met for reorganization on November 26, 1940, and elected the following officers:

President—B. H. Welty  
Vice President—A. R. Marvel  
Secretary-Treasurer—I. Ralph Zollers  
Assistant Secretary—H. E. Jamison  
Assistant Treasurer—F. P. Willits

At the same meeting the following members of the Board of Directors were elected to the Executive Committee:

Kenzie S. Bagshaw  
Ralph E. Bower  
Charles R. Hires, Jr.  
J. Leslie Ford  
J. W. Keith  
B. H. Welty  
Howard W. Wickersham

The Executive Committee met immediately thereafter and elected Howard W. Wickersham as its Chairman.

During the past fiscal year the Board of Directors met in regular sessions eight (8) times, and extra sessions three (3) times. The Executive Committee met in regular sessions six (6) times, and extra sessions five (5) times.

### Eleven Meetings of Director

This year again, as in previous years, the attendance at the meetings of the Board of Directors and the Executive Committee were mostly one-hundred percent. The regular meeting time for the Board of Directors was the third Thursday of the even numbered months, and the Executive Committee met the third Thursday of the odd numbered months. Some of the meetings were one-day sessions, while others extended into the second day.

The number of marketing agreements on our records as of August 31, 1940, was 7215, while on August 31, 1941, it was 6958. This was a decrease of 257 members, and is largely due to the fact that the membership roll at the beginning of the year still carried names of members who had discontinued the dairy business but whose memberships had not been cancelled, or had changed to unapproved buyers, that is, buyers with whom the Cooperative was unable to work out a plan for giving the regular membership service or who did not deduct commissions.

In addition to the efforts of the Field Representatives and the Directors in signing up new members, a membership drive was put on in the entire Cooperative's area during January and February, 1941. The membership solicitation was done entirely by local officers, delegates, and volunteer members. During the drive 259 members were signed up with the Cooperative. The total number of new

members added to the Cooperative during the fiscal year was 524 members. During the regular withdrawal period as set up in the By-laws, which is from February 1 to February 15, requests for withdrawals were received from 178 members. Of this number were some who would have automatically been dropped from the roll because they were out of the dairy business. Before April 1, the effective date of withdrawal, the requests from 29 of these members were recalled by them, resulting, therefore, in actually 149 cancellations through withdrawals.

There were 106 constituted locals in the Cooperative at the close of the fiscal year, each with 25 or more members. There were several more locals that, as of that date, lacked one or two members of the required number, but these locals attained the required membership for a constituted local before their annual meeting was held and each, therefore, elected a delegate. During the year several members were transferred from one local to another because of moving into another territory, or the local to which a member was transferred was more convenient to him than the local in which his original membership was carried.

### 129 Delegates Elected

During the past two months the locals have held their annual meetings. At these meetings the local officers and delegates were elected. The total number of official delegates elected this fall to represent the members during the 1941-1942 period is 129. In a number of the districts the locals held combined meetings, but at these meetings each local conducted its own business meeting and elected its own officers. The joint meetings carried on the more general business and discussions. This plan has worked quite successfully.

At each local meeting the financial report of the Cooperative was explained, and the year's activities of the Cooperative were discussed. I will, therefore, not report on our financial statement at this time.

All of the local meetings were attended by the Director and the Fieldman of the district, and, when arrangements could be made to do so, an officer of the Cooperative also attended.

*This stately old mansion graces the 170-acre farm of Edward J. Ennis, Clayton, Delaware. Picture sent by Miss Edna Ennis.*



Practically all of the districts, sometime during the year, held district meetings in the form of a dinner meeting or a picnic. These meetings were all very well attended and proved beneficial.

The terms of the Directors in seven districts expire at the time of this Annual Meeting. The Delegates in six of the districts met and elected a Director for a term of three years, the new term in each instance starting at this meeting. In District 4 the delegates failed to cast a majority vote for a Director, therefore, the Director in this district is carried over for the present time.

In five districts the Director was re-elected and in one district a new Director was elected. The following named Directors were elected in these districts:

District 1—A. K. Rothenberger  
District 4—J. Milbourn Wheatley (carried over)  
District 7—H. K. Martin  
District 9—J. Leslie Ford  
District 12—W. H. Jump  
District 15—Howard W. Wickersham  
District 25—B. H. Welty

(The delegates of District 4 met Monday P. M., November 24, after this report was given, and elected Wm. H. Holloway Director for a three-year term.)

During the past year the service of paying members for their milk direct by the Cooperative after receiving payment for their milk in a lump sum from the buyer has been increased over that of last year.

Because of not being able to collect for the producers' milk delivered to one dealer, his entire supply of milk was moved to another market. However, after much effort the full amount owed producers was collected.

During the summer months of June, July, August, and the early part of September, a milk bar, known as the Dairy Dell, was operated on Central Pier in Atlantic City, New Jersey, by the Cooperative in cooperation with the South Jersey Inter-State market. The business done this year showed a marked improvement and we believe it was a means of bringing before the public with convincing effects the furtherance of increased milk consumption.

"What is the best way to approach you for a little loan?" the prodigal son asked his father.

"Well," his father answered, "if I were you, I'd make the request by telephone, then hang up before you receive an answer."

# Using Facts and Figures

## F. P. Willits, Jr., Statistician

**I**N this report of the market information department and its activities I want to point out, especially to those of you who are new here this year, the kind of work done by us and how that work is important to you and to every other Inter-State member.

The original purpose was that of collecting and compiling statistics relative to the local markets in which Inter-State operates and to include generally the statistics of state or national importance which have either a direct or indirect bearing on the milk marketing problems as they affect the members of the organization.

The market information department, however, has grown beyond that original concept and has taken on added duties, some only faintly related to the original purpose and others which involve the putting to work of the statistical material collected.

To carry on the work of this department, the time of approximately five people is needed. In addition, we have had, at times, to call on others of the regular Inter-State staff to assist us and have on two different occasions obtained additional assistance from men trained in economics. However, through improvements in procedure and resulting short cuts in operation, we have been able to keep the regular work of the department under control.

### Handle Milk Payrolls

Besides the regular routine work of collecting and compiling statistics relative to production and price trends in this market, and the maintenance of the monthly milk delivery reports and commission payments of members (which reports are now compiled as part of the bookkeeping system) our department has many other activities. During the last fiscal year, we made up milk payment payrolls to members, totaling nearly 3/4 million dollars. This included payment to those producers whom we regularly pay, as well as making payments under our guarantee of a market and of payment, including payments to many members whose milk may have been sent temporarily to emergency markets until another regular market could be found.

Considerable time was involved in the supervision of the operations of the Centerville, Maryland, plant. This not only involved my time in making trips to Centerville and attending conferences, but it also included the time of others in our department in keeping the operation cost records, billing the dealer for milk, and calculation of the producer payroll and issuance of checks to producers each month.

### Market Excess Milk

The department also assisted in the disposal of milk in excess of the regular needs of many dealers. This milk was in no case handled physically by Inter-State, but contacts were maintained with brokers or buyers who had use for these excess supplies and we acted as an intermediary for the disposition of such milk or cream. In many cases the billing and paying for products handled in this manner was done through the Cooperative and in other cases it was carried on direct between the two dealers. This activity resulted in the practical elimination of the old practice of

some of the milk dealers of asking producers to keep a part of their milk at home whenever the handler had more than he needed for his regular trade.

This surplus disposal program has resulted in the building of confidence between handlers and producers and it has resulted in moving considerable milk into manufacturing outlets. In doing this, much of this milk, we believe, has been moved up out of Class III and paid for at the higher Class II price. We find now, however, that the increased business of our regular buyers, both fluid and manufacturing, has reduced to a minimum the amount of excess milk that is available, cutting down considerably the frequency and volume of such transactions.

Of the other work carried on by this department, the outstanding job of the past year has been that of preparing for and participating in milk hearings. I shall, therefore, develop a little more fully the procedure that is generally followed in the preparation of testimony for a hearing. Since this time last year, we have been obliged to attend about 15 hearings, totaling 30 days in hearing rooms, exclusive of the various related conferences that have been held in Pennsylvania and New Jersey. Some of these hearings amounted to only a few hours in length, while others extended over several days.

### Preparing for Hearings

Preparation for hearings of this type and the others which have been held this summer actually started back in 1936 when Inter-State reorganized and first started keeping this valuable statistical data. This information gives us a picture of long time trends in this and other markets and also gives us a background of practical knowledge which, when added to current statistical material, makes it possible for the management of an organization such as this to develop marketing programs which are intended to bring to you members the best possible price for your product and still keep that product moving into market.

It is on this basis that our proposed Federal order was prepared and on which Inter-State based the various recommendations that were presented at the present hearing and at the many hearings before our State milk control authorities. When evidence is presented at a public hearing the person presenting it is automatically subjected to considerable cross-examination by both the dealers and the milk control authorities. In instances like this, it is a relief to have our lawyer with us at these hearings to make sure that the cross-examination is kept within reasonable bounds as prescribed by the hearing officer. Because I was the one who usually presented Inter-State testimony, I want to express my appreciation to Mr. Kephart, our attorney, for his work in that respect and in counseling us in making our presentation as strong and as legally correct as possible.

Active preparation for a hearing starts when a request is made for the hearing, or even before that. This consists of the collection of reports and statistical data, compilation of that material into concise tabulations and exhibits, each of which contributes to the total picture, followed by the outlining of the brief itself.

The next step is to prepare the brief in the rough, developing each of the many factors which might influence the soundness and scope of our request and developing the relation of one factor to another.

The tabulations are put into final form, while the brief may be rewritten several times before presentation at the hearing, changing this, adding a bit here and striking out something there, this being necessary in order to state our position and our requests clearly and concisely and to be sure that any request we might make is fair and sound; can be backed up by facts and is legally correct.

### Volumes of Testimony

As an example, the testimony placed upon the record of the joint Federal-State hearing now recessed until Wednesday, required 20 typewritten pages and it was supported by 36 exhibits and tabulations, some of which required two or more pages. About 1 hour and 30 minutes was required to place this on the record but the cross-examination of that testimony has so far covered most of seven days.

Some of the material which was used in this hearing with particularly good results was that contained in the labor survey made by the Cooperative during the past year. Particularly interesting was the labor report which came in during October, both so far as the information contained and the number of questionnaires returned. Approximately 90 percent of those who received the questionnaires returned them, and I will take just a few minutes to tell you the results.

Of a total of 228 questionnaires returned and included in the study, 86 percent said that they employed farm labor and that whereas an average of 1.8 men per farm are normally employed during October, that number is now reduced to 1.5 men per farm. The biggest reduction in number of employees was in the case of Maryland. Of those farm laborers who left the farm 74.3 percent left because of higher pay elsewhere, 11.5 percent quit because they were dissatisfied and 14.2 percent left because of other reasons or they were discharged.

### Results of Labor Survey

It was interesting in this study also, to see what was done to replace those employees who left their employers. 54.9 percent said that they used more family labor to replace this loss. 41.8 percent said that they were able to get another employee and 3.3 percent made other changes, principal of which was the purchase of labor saving machinery.

The type of work taken up by the farm help which left was classified as follows: 13.3 percent were either drafted or volunteered for Army service, 35.4 percent went into industrial plants, Federal arsenals, shipyards and the like, 27.4 percent took up other farm work, and the remainder went to other occupations.

Farm wage rates were reported higher by 90 percent of those farmers reporting that they hired labor. Day wages in New Jersey were increased 19 percent in October over

(Please turn to page 16)



# The Review Keeps You Posted

H. E. Jamison, Editor

Many of the delegates and members who are here today are attending their first delegate meeting of Inter-State. Perhaps others of you have not been here for several years. For those of you who fall in those categories, and also to refresh the memories of the rest of you, I want to tell you, briefly, a few important things about the Review, and especially about its policies.

First of all, the Review is your publication. You, as the members of the Inter-State Milk Producers' Cooperative, own it completely—lock, stock and barrel. Our job here in the office, and especially mine as editor, is to collect suitable material, select that which seems most appropriate and valuable to you, then put it in proper shape so that it can be read and understood easily and quickly. In other words, we assemble, select, condense and interpret dairy and farm organization news covering the Philadelphia and neighboring markets for you and the other members of Inter-State.

In fulfilling this job we keep two major points in mind. One is to select material to use according to its importance. Then, having selected it, to present it accurately.

The matter of importance is relative and changeable, requiring judgment, because what appears important today may not be important tomorrow, next week or next year. Also, what is important to one person may be of little or no interest or importance to another. With that interpretation of importance, I hope that you will bear with us if, once in a while, we carry something which may seem to you of minor significance.

## Accuracy Is Important

The subject of accuracy is a major one in good journalism. Every reasonable effort is made to assure the accuracy of material carried in the Review. Mistakes do creep in, however. This is most likely to happen when we are pushed for time and the information is involved or complicated, requiring checking and rechecking. If you do find a mistake in the Review, I hope you will believe me when I assure you it is just that—a mistake. If you feel called upon to tell us about it, please do so, as that will help keep us on the alert by showing that you are reading the Review and are depending upon it for accurate information. But accuracy is also more than merely avoiding those mistakes to which the work of all humans seems to be heir. It involves telling the truth fairly, honestly and completely so that the reader, having gone over an article, can form his opinion on the basis of the pertinent facts—not according to emotional responses which would result from a "coloring" of the article.

## Subjects Covered

Perhaps it is superfluous to discuss with you the major subjects carried in the Review, as they are obvious to anyone who reads it regularly. We have our regular departments, which include a publication of established prices and prices paid by our milk buyers, the utilization percentages of many of these buyers and related pertinent data. These not only serve as current news, but also are a contribution to our statistical information which it is necessary that we have in order to carry on intelligently the job of marketing your milk.

Another regular department is the page discussing market conditions, which includes

price trends, costs and other data affecting the returns received by our members for their milk. It has been our custom to carry, each month, a page telling of some phase of the work of the Philadelphia Inter-State Dairy Council and how it is promoting the use of milk and other dairy products in the markets where most of our milk is sold.

Other subjects of vital importance include legislative activities as they affect dairymen directly, the hearings and price orders of our milk control agencies in Pennsylvania and New Jersey, and, more recently of course, the development of situations which have made Federal control of the Philadelphia market essential for a stabilized industry in this area, and a discussion of the proposed order and the work done in obtaining such an order.

There is, of course, frequent mention of 4-H dairy work and the dairy activities of our Future Farmers of America. As space permits we discuss Local and District meetings and last winter, during the "District dinner season" we gave as much space as was available to a discussion of those highly important activities.

A checkup on our advertising shows that in the fiscal year ended August 31, there was slightly less advertising than the previous year. However, the three issues since the end of the fiscal year have all carried substantially larger amounts of advertising than the corresponding months of 1940, and right now our advertising revenue is on the up grade.

## Advertising Is Secondary

Please keep in mind, however, that advertising is entirely secondary to the real purpose of the Review, which is keeping our members informed on developments in their milk markets. Such advertising as we get is obtained by mail or local phone solicitation, or is sent directly by the advertiser or his agency without solicitation on our part. We have no advertising solicitors and when the Review is used for advertising purposes it seems evident that it is selected by the advertiser strictly on its merits.

In that connection, may I suggest to each of you that as you buy dairy farm supplies you give preference, other things being equal, to those advertised in the Review. Also, when making inquiry about advertised products, be sure to give the Review credit for having called the product to your attention.

## Subscription Policy

The subscription policy of the Review has continued unchanged, with all members of the Cooperative receiving it regularly and also those other producers who have applied for membership but whose applications have not been accepted. We are furnishing the Review, on a complimentary basis, to county agents; vocational agriculture teachers; dairy herd improvement association testers; and, also, to the buyers of our milk, including officials, plant managers and

fieldmen. Incidentally, the latter group has been found to be among our most avid readers, seemingly devouring every word in each issue, which seems to provide proof that the Review fills a need in supplying, even to our buyers, important information about this milk market. Certainly our own members need that information even more than do they.

## Using Facts and Figures

(Continued from page 15)

February of this year; in Maryland, 40 percent; in Pennsylvania, 41.5 percent; and in Delaware, 57.6 percent; a 40.6 percent weighted average increase in the four States. Monthly wages averaged 23.4 percent higher in October over February for the entire Inter-State territory with the increases ranging from 20.5 percent in Maryland, to 29.2 percent in New Jersey.

This data I have just quoted were the results of the last labor survey in which most of you participated; and I want to say that this type of data is invaluable to your organization. We have used it in hearings and it has been accepted as indicative of what has actually taken place. I want to thank each of you personally for taking the time that was required to fill out these questionnaires and send them to the office.

At this point, I want to thank all of you members who assisted us at hearings and to thank those in the Inter-State employ who worked so hard and faithfully in seeing that our hearing data, reports, producer checks and so on were gotten out on time, because with this type of cooperation among our own members and our employees we can go far in protecting producers' interests.

## Cows Need Lots of Water To Give Milk Abundantly

Many dairymen could increase the milk production of their herds by three per cent—the amount requested for the nation's "food for freedom" program—merely by supplying their cows with individual drinking cups, according to Dr. George E. Taylor, extension dairyman at Rutgers University.

"In fact, cows will produce from 6 to 11 percent more milk when allowed free access to water, as compared with being watered once a day," Dr. Taylor reports. "And there is a 3.5 to 4 percent increase in milk production when cows ordinarily watered twice daily are allowed free access to water."

"A cow needs for 4 to 5.5 pounds of water for every pound of milk it produces. The production of many cows is limited because of a lack of sufficient water in the ration."

Be sure and count your fingers after shaking hands with one of those fellows who calls you "brother."—*Frederick Post.*

# Delegates Approve Resolutions

RESOLUTIONS as passed by the delegate body at the 1941 annual meeting are printed herewith for the information of all members of Inter-State.

## Allocations to Districts

WHEREAS we know that annual dinner meetings among Inter-State members and friends have proven to be very conducive to good-will and a better understanding of the aims, purposes and accomplishments of Inter-State,

AND WHEREAS the financial burden of these dinners makes it necessary that increased revenues be forthcoming to our Districts,

THEREFORE BE IT RESOLVED that Inter-State Milk Producers' Cooperative, Inc., allocate to each District, seventy-five cents (\$0.75) per member annually in two payments, the one payment to be 40 cents and the other 35 cents.

## Refrigerate Composite Samples

The Woodstown Local requests the Inter-State Milk Producers' Cooperative to use its influence in obtaining amendments to creamery inspection laws which will require all buyers of milk who buy on the basis of butter-fat tests made from composite samples, to keep such composite samples under refrigeration at all times, except when milk from producers from whom the composite sample is taken is actually being received.

## Request Daily Weight Slips

WHEREAS we realize the need of daily information as to weights of our milk and WHEREAS daily weight slips have been discontinued in some cases and the tendency on the part of the purchasers of our milk seems to favor further elimination of such slips,

THEREFORE BE IT RESOLVED that Inter-State Milk Producers' Cooperative, Inc., use every effort in its power to secure daily weight slips for all of its producer members.

BE IT FURTHER RESOLVED that should efforts to obtain the daily weight slips on a voluntary basis fail, then Inter-State Milk Producers' Cooperative shall seek legislation in its territory which will require all buyers of milk to either provide daily weight slips or to send each producer by U. S. Government postal card, such weight within 24 hours after receipt of milk.

## Demand United National Defense Effort

The preservation of our democratic form of government and the rights of our people thereunder is the wish of an overwhelming majority of our people and the hope of millions of other peoples—free or oppressed—throughout the world.

The uninterrupted production of materials for national defense is necessary if we are to preserve this government and the rights of the people thereunder.

Any activity or suspension of activity which interferes with this production imposes an unwarranted danger upon our country which is greater than the danger to the rights and privileges of any individual or particular group therein.

It is undoubtedly true that the rank and file of labor are honest, industrious, loyal, upright citizens who are willing equally with others to make personal sacrifices in the interest of national defense.

The responsibility for leadership and cooperation toward this end rests both with the leaders of labor and with the leaders of industry.

Since these leaders have failed to effectively discharge this responsibility the Easton, Cordova and Queen Anne, Maryland, Locals of Inter-State Milk Producers' Cooperative, Inc., recommends to the President and to the Congress that such legislation be enacted as may be necessary to bring about maximum efficiency in our national production program during this emergency.

## Approve Request for Federal Order

WHEREAS the management has kept the delegates informed of every move made by the Board and management in trying to get better prices for the farmers

THEREFORE BE IT RESOLVED that we, the delegates, heartily approve the action of the Board of Directors and management during the past year and request that the Board and management continue in their efforts to obtain for the Philadelphia market a Federal milk marketing order and that their efforts to obtain fair prices for Inter-State members selling in other markets also be continued.

## Farm Inspection

BE IT RESOLVED that we approve the position taken by the Cooperative at the hearing before the joint Senate-House Agricultural Committee regarding the elimination of the multiplicity of farm inspections and request the continuance of their efforts.

The Board of Directors of the Inter-State Milk Producers' Cooperative approved the following resolutions which were adopted or are summaries of resolutions adopted at the Annual Convention of the National Cooperative Milk Producers' Federation held at Chicago, Illinois, November 10-12, 1941, and recommended their adoption by the delegates as the action of the delegate body.

## Butter Advertising

WE RECOMMEND that the American Dairy Association, as a part of its general program, concentrate on butter advertising and in such advertising bring home to the people of America the facts concerning the nutritional value of this natural product which needs no injection of vitamins or other synthetic properties to make it appear better than it is. It is increasingly imperative that the consuming public be told through a real promotional advertising program that milk and its products are nature's best foods.

## Nutritional Research

RECOGNIZING the lack of coordinated research on dairy products and the fact that but a few organizations have contributed regularly to such work we recommend that such dairy organizations as the National Dairy Council, the American Dairy Association, and the dairy industry supply organizations appropriate funds with which to carry on a long time and continuous program of scientific research respecting the nutritional values of all dairy products.

## Butter Purchase Programs

WE REQUEST the Secretary of Agriculture to make such arrangements as are necessary to institute a program for the purchase of butter by the Dairy Products

Marketing Association for export to Great Britain and other nations now receiving lend-lease aid, and further to formulate a program for substantial purchases of butter by the Dairy Products Marketing Association for distribution in relief channels both as a price maintaining program for dairy farmers and as a public health measure to improve and strengthen the general health and welfare of the American people.

In making this request and recommendation, we are not unmindful of the charge made that butter cannot be satisfactorily shipped abroad. The facts are that butter can be shipped abroad in tins. In such form neither lack of refrigeration nor limited bottoms is a deterrent.

## Sanitary Import Legislation

WE DEPLORE efforts which are being made by many in high authority to break down protective sanitary quarantines and devices through administrative manipulations of one character or another. We endorse and urge the passage by Congress of legislation designed to protect the human and animal life of the United States by (1) establishing a permanent system of sanitary inspection and control over importations of animals and their products from foreign countries, (2) providing for the imposition of mandatory embargoes against the importation of animals and their products from foreign countries when there is danger of spreading of disease.

## Price Ceiling Legislation

WE OPPOSE fixing of rigid price ceilings on agricultural commodities on any condition and particularly on the pretext that such action is essential to forestall inflation. With agriculture at complete disparity with industry and labor, we see no justification for a federal policy of agricultural commodity price fixing.

In view of this position, we necessarily are opposed to the principles of legislation which has been introduced in Congress and is designed to authorize the fixing of price ceilings on agricultural products. Such legislation is predicated on the substitution of a philosophy of ceiling prices and get it if you can, for cushion prices. Further, such legislation obviously is inimical to the best interests of the nation and agriculture for it proposes to tie farmers to a depression parity formula and to fight a war on low commodity prices which, historically, cannot be achieved successfully.

We believe further that such legislation would throw into discard, existing legislative programs and policies contained in such laws of Congress as the Agricultural Marketing Agreement Act, the Triple-A legislation and the Commodity Credit Corporation authorizations, without an appraisal of either the merits, purposes or accomplishments of such legislation.

If price fixing is forced upon us, we insist that the legislation contain (1) a formula which relates the prices of agricultural commodities to the rates of industrial wages, (2) adequate provision for periodic price adjustments, (3) a guarantee of minimum prices to producers, and (4) the preservation of the right to public hearings prior to the establishment of price ceilings as well as adequate court review.

## Diversion

We are deeply alarmed over prospective dislocations in the dairy industry resulting particularly from the diversion of milk supplies to condensaries and cheese plants

(Please turn to next page)



# Member Service That Pays

I. Ralph Zollers, Director of Field and Test Department

**T**HE report which follows is for the fiscal year of the Cooperative from September 1, 1940, to August 31, 1941. If this report were to carry all the activities and work done by the Field and Test Department during that period, it would be very long, indeed. Brief reports seem to be popular and I will therefore endeavor only to mention a few of the high points in the Field and Test Department's Activities.

This department has nine full-time men and two part-time men, one of the latter being employed jointly by Inter-State and by the Centerville Milk Producers' Cooperative.

Again this year we gave each member at least six check-tests on his composite samples, which totaled 43,013 butter-fat tests. Through the check-testing work we discovered 129 errors which in every instance were corrected. This is a very small percentage of corrections but we still feel that the benefits from our check-testing service are much greater than is indicated through the number of errors that actually are found. In order to check on the composite samples, our men made 572 visits to milk plants and receiving stations during the year.

## New Scales Installed

A number of cases were found during the year, where an inaccuracy of scales was corrected. In fact, in several instances, through Inter-State activities and investigations, new scales were installed.

We are glad to report that a number of milk plants have installed equipment to refrigerate the composite samples. We believe this has been very helpful and we hope that in the near future creamery

inspection laws may be revised so that the refrigeration of samples will be required under the law.

Another of our services is that of individual herd tests in which the milk of each cow is tested for butter-fat content. This is done in order that the member may check on his individual cows as to the pounds of fat that they produce and sometimes also to trace down possible causes of low butter-fat tests at the plant.

## Trouble Shooting

We examined, through the use of the brom thymol test and the microscope, the milk from hundreds of cows of our members, in order to determine the presence of mastitis or other udder trouble. We know this service has often helped our members find the cause of rejected milk and has also assisted them in eliminating such trouble.

Each of our field representatives has an assigned territory in which he is responsible for the work. One hundred nineteen meetings of locals, in addition to many district meetings and a great number of other agricultural meetings were attended by our men throughout the year. Our department has assisted in securing better markets and in taking care of numerous marketing difficulties for many of our members.

We again followed our custom of keeping in close contact with the individual member. During the year, 16,583 farm calls were made. We again want to impress upon all of you that if any member has difficulty with his milk or his milk market, he should get in touch immediately with our representative.

Do not wait for him to call but contact him and he will be glad to assist you. Get in touch with him direct or through our office, either by telephone or by mail.

We operated again in five secondary markets on the same type of program as in previous years. Each secondary market has an advisory committee and an executive committee, as well as a market manager. In every instance the market manager is a representative of Inter-State.

Our department has assisted and has taken part in FFA work and 4-H Club work. Many times we have appeared before agricultural classes and talked to the students and demonstrated the Cooperative way of marketing milk.

During the early part of the calendar year, a membership drive was put on in the entire Inter-State territory. The drive was directed by the field representatives but the actual work of membership solicitation was done by members of the Cooperative. During the past year, our field representatives signed up 326 new members with 259 sign-ups being made during the membership drive.

## Members Have Helped

The personal calls made by our membership on non-members were not only helpful in obtaining new members but also helped our department in getting information and questions that could be followed up by our department.

During the year our representatives travelled 257,603 miles. This indicates that our membership has been fairly well covered by our department.

It is our sincere hope that, in the year we are now entering and in the years following, our department will continue to prove itself worthy of our claim of being the main contact between the Cooperative and its membership. We pledge our department to continue serving the needs of our members.

may more nearly reflect true equality for agriculture, a complete revision of the outmoded method of computing agricultural prices on a parity concept. We recommend changes in the parity index which (1) provides for the addition of farm wage rates and (2) provides for the addition of factors reflecting the wage rates or well being of urban workers. Further, in order to maintain a proper and realistic balance within the agricultural industry itself, we urge that parity prices be computed in such manner as will give consideration to the actual competitive price relationships which have existed in recent years between individual farm commodities.

"Do you make good money as a ventriloquist, Mr. Smith?"  
"Oh, yes, I have a good job now in the city."  
"Where are you working?"  
"In a bird-store. I sell talking parrots."

There was once a man not unique.  
Who imagined himself quite a shique.  
But the girls didn't fall  
For the fellow at all,  
For he made only twenty a wique.

## Delegates Approve Resolutions

(Continued from page 17)

in order to meet the lend-lease requirements for evaporated milk and cheese. We believe that a component part of this diversion program is the establishment of realistic differentials as between dairy products which must necessarily compete for the milk supply.

In this connection we believe the government must meet certain conditions in order to assure a minimum of maladjustment within the dairy industry. We believe that any successful policy to accomplish these ends must include (1) a government guarantee of at least minimum prices for all milk at levels which will compensate producers for their increased costs; (2) the establishment of milk prices in deficit milk areas at sufficiently high levels to insure adequate local supplies of milk and its products in order that it will be unnecessary for such areas to go into manufacturing districts for milk and cream and (3) the maintenance of prices in fluid milk areas high enough to assure an adequate supply for those urban centers.

## Filled Milk Laws

**WE URGE** the immediate amendment of federal filled milk laws and of state filled milk laws, where necessary to provide for

(1) the seizure and condemnation of this illegal product, and (2) authority for enforcement officials to proceed by injunction against violators of these laws. We urge further that federal and state officers renew vigorous enforcement activity in this field in order that the mockery of these criminal statutes may be ended once and for all.

## Parity

**WE BELIEVE** that the method of parity price determinations now used by the Department of Agriculture is antiquated and wholly unsuited to the computation of agricultural prices. We are firmly convinced that this parity rule results in prices for farm products which permit farmers to purchase only the same quantity of goods that they could buy in the period 1910-1914 and no more. Opposed to this, our industrial progress and social gains in urban areas has made it possible for the average city worker to purchase a much greater quantity of goods and services with his hour of work than he could have purchased thirty years ago. We believe that parity for the farmer should include at least a part of these net gains made in the standard of living that has accrued to urban groups. We urge, therefore, in order that parity

# Milk Sales at Highest Level

Dairy Council Report Reveals

**"M**ILK consumption in Philadelphia today is at the highest point it has ever been in the history of the city," declared C. I. Cohee, president of the Philadelphia Inter-State Dairy Council, in a speech to members and delegates at the Inter-State Annual Meeting in the Benjamin Franklin Hotel, Monday afternoon, November 24.

"For the past two or three years," he reminded his audience, "we have been saying that what we needed to boost milk sales was increased buying power on the part of the public. We felt that the education of the general public had been such that when they were financially able they would buy more milk. Today, these circumstances have come about, and the results prove that we were right."

Mr. Cohee cited figures to show that milk consumption in Philadelphia is 11.5 percent higher this year than last and that it is gaining day by day. From April to September alone, he pointed out, milk sales jumped 7.3 per cent and they are still on a decidedly upward trend.

## Preparing for the Future

Looking ahead of the present situation, the Dairy Council president predicted that, just as milk sales go up with a period of prosperity, they will go down when that period is over, regardless of the money or effort expended by the Council in its educational program. He said that we can only prepare for this period of depression by consistent promotion.

"This has been a very busy year for the Dairy Council," declared Mr. Cohee. "We have addressed audiences averaging 144 people every hour of every day, every day of the year. We have carried our story—the story of the importance of milk in the diet—to approximately one and a half million people. We have conducted more than 4,000 meetings ourselves and have furnished materials for numerous others."

The speaker declared that the Council has also had a good year financially, that it not only has a substantial surplus but has also been able to put money in a reserve account and purchase \$20,000 worth of National Defense bonds.

He further described the work of the organization in sponsoring and financing the first Nutrition Institute in Philadelphia, which was attended by more than 500 people. It is through conducting activities of this sort, he stated, that the Council is able to retain its educational position in the community.

"The interest in good nutrition is greater now than at any other time in our career," he went on. "One reason for this is that in looking for a way to carry the story of good nutrition to the general public, national defense activities have only two types of already established work to fall back on—the home economics extension service and the Dairy Council—and both have been utilized to the fullest extent. The government has cited the Dairy Council as an outstanding means of carrying the story of food to the public."

One of the chief functions of the Dairy Council as he explained it is to take nutritional findings, translate them into terms the general public can understand, and make them interesting to that public.

"Because of the great interest in nutrition at the present time, the Dairy Council



Curtis J. Cohee, President, Philadelphia Inter-State Dairy Council

is simply swamped with work," he concluded. "For this reason, we are not soliciting any engagements and can only fulfill about 50 percent of the requests we receive. However, we are doing the best we can. And any further information you would like to have, we will be glad to give you. Just stop and ask."

## Council's Annual Report

A printed report of the Dairy Council is available for all members of Inter-State who contribute to the support of the Council. This 16-page, illustrated booklet tells, by means of words and pictures, of the work of the Dairy Council and how it reaches hundreds of thousands of persons each year. Write to us or send your request to the Dairy Council in order to get a copy of the report. It will be a revelation to learn the many different methods used in encouraging greater consumption of milk.

The reason that after-dinner speaking is done mostly by men is that our dear women can't wait that long.

## Dairy Council Holds Annual Meeting

The Dairy Council annual meeting was held the afternoon of November 25, following the closing sessions of the Inter-State annual meeting. At this meeting the new directors took office, eight of whom are members of Inter-State, and also Walter Witmer of New Holland, Pa., representing non-members. (The Dairy Council directors elected by Inter-State are the seven members of the Executive Committee as listed on page 3, and F. P. Willits). The distributor representatives on the Dairy Council Board are Frank Baldwin, Edward Breuninger, Robert J. Harbison, Jr., Dr. Thomas Kelly, E. C. Toole, Dr. J. A. Webb and Henry N. Woolman, all of Philadelphia; Charles Flounders of Chester; John Borden of Burlington, N. J.; and Stanley M. Smith of Trenton, N. J.

The directors at this meeting re-elected C. I. Cohee as president of the Council and Dr. E. G. Lechner as secretary.

The meeting included reports covering activities of the previous year of the president and of the secretary and treasurer.

## 4-H Clubs Featured In New Movie

We haven't seen "Young America" in the movies yet but when the picture comes to town it is our intention to see that particular movie. It depicts 4-H club work and the star is 15-year old Jane Withers, well-known to most movie fans.

We can't vouch for the accuracy of the picture in its portrayal of 4-H work, but even allowing some exaggeration for "effect" as is so frequent in movies, it is our guess that this picture will be a real education to a lot of city folks who see it, and maybe for a few country folks too.

It is our hope for all you young folks in Inter-State families that when the picture comes to your respective towns you will get enough extra allowance that week to cover this particular movie.

In these days of split-second deliveries the worker who doesn't watch the clock is fired.

Asked the meaning of the term, "dressed lumber," a western Kansas editor replied, "Charley McCarthy."



## Secondary Market

### LANCASTER

The advisory committee for the Lancaster secondary market met November 19 and reorganized for the following year.

The membership of the committee is Walter E. Herr, Millersville; Norman Forney and Aaron Martin, Lititz; John E. Forry, Wenger Ranck, Walter L. Shank and Harry Brubaker of Lancaster; LeRoy Kreider, Gordonville; Wm. Bleacher, Quarryville; and Wm. M. Gleisner, New Providence. Officers elected are Walter E. Herr, president; Harry Brubaker, vice president; Walter L. Shank, Secretary-treasurer.

Producer prices in this area went up November 1, under the new price order issued by the Pennsylvania Milk Control Commission. There was also a sharp increase in the price of that milk sold in New York.

The schedule of classes, percentages and prices on which producers were paid for their milk going to New York during October follows:

Classes	Percentages	Prices
I	46.39	\$3.11
I Outside	6.28	2.95
I Relief	1.92	2.54
I Outside Federal	.01	2.91
II-A	13.80	2.875
II-B	3.82	2.605
II-C	2.98	2.373
III	17.55	2.273
IV-A	6.57	1.804
IV-B	.68	2.192

The blended price, after deductions and adjustments, was \$2.75 per cwt. for milk of 3.5 percent butterfat, f.o.b. the 201-210 mile zone, the Lancaster price being \$2.785.

### SOUTH JERSEY

The Locals of District 23 met at Daretown on November 17 and elected the following officers and delegates:

BRIDGETON: Ed. P. Hepner, president; Lynn Dare, vice-president; Chester S. Bonham, secretary-treasurer; Wm. R. Lawrence, delegate. DEERFIELD STREET: Allen D. Ackley, president; Belford P. Moore, vice president; John M. Johnson, secretary-treasurer; Milton C. Tice, delegate. MULLICA HILL: Henry Edwards, president; H. W. Kincaid, vice president; Robert P. Duffield, secretary-treasurer; H. W. Kincaid, delegate. SALEM: Edward B. Fogg, president; Everett Garwood, vice-president; Jos. W. Ridgway, secretary-treasurer; Wm. H. Fogg, delegate. WOODSTOWN: Oakford W. Richman, president; Oscar Gaunt, vice-president; Charles H. Kirby, secretary-treasurer; Oakford W. Richman and E. Russell Hiles, delegates.

The meeting was addressed by Director Chas. R. Hires, Jr., President B. H. Welty and Market Manager Floyd R. Ealy. The proposed Federal order for Philadelphia was discussed at this meeting and it was pointed out that it

would affect only New Jersey milk that is sold in Philadelphia and would result in many New Jersey producers getting higher prices for their milk.

The officers of District 23 are: E. Russell Hiles, president, H. W. Kincaid, vice-president and Oakford W. Richman, secretary-treasurer.

The officers of the Burlington County Local, which met October 30, are: Jos. T. Adams, president; David S. Croshaw, vice-president; A. H. Forsythe, secretary; Lyman Hornor, treasurer; A. Harold Joyce, delegate.

Mr. Ealy presented a brief for the South Jersey Committee at the hearing at Trenton on November 26 and requested a Class I price of \$3.71 for 3.5 percent milk, a formula which would net about \$2.60 for Class II milk, and a continuation of the present formula for Class III, but limiting that class to milk made into butter. It was recommended that the norm-excess plan be continued.

Effective December 1 the Class III price is being increased by 20 percent, the new formula for 3.5 percent milk being 4 times New York butter plus 20 percent.

### WILMINGTON

The officers and delegates elected by District 9 Locals, at their meetings in November, are:

KIRKWOOD: Norman H. Laws, president; Benj. W. Johnson, vice-president; R. T. Cann, secretary-treasurer; Chas. B. Moore, delegate. MIDDLETOWN: Chas. S. Ellison, president; John R. Butler, vice-president; B. V. Armstrong, secretary-treasurer; John R. Butler and Geo. H. Shaw, delegates. NEWARK: H. C. Milliken, president; Edwin P. Pierson, vice-president; W. Levis Phipps, secretary-treasurer; Henry C. Mitchell and H. M. Woodward, delegates. TOWSEND: Wm. Price, III, president; M. Earle Davis, vice-president; Harris B. McDowell, Jr., secretary-treasurer; C. Fred Heindol, delegate.

The delegates met on November 14 and elected District officers as follows: Henry C. Mitchell, president; John R. Butler, vice-president; Geo. H. Shaw, secretary-treasurer. Each of these meetings was attended by Director J. Leslie Ford and Market Manager Floyd R. Ealy. Inter-State's president, B. H. Welty, attended the Middletown meeting. The proposed Federal order for Philadelphia was discussed freely and supported enthusiastically.

The milk supply in the Wilmington area continues rather short and Market Manager Ealy has informed the Wilmington buyers that producers will expect the same price rise in Wilmington as will apply in Philadelphia when an increase becomes effective there. A new Philadelphia order is now awaiting the Governor's signature; see page 5 for details.

### TRENTON

Milk production has held fairly steady during November and with the recent increase in norms producers are receiving the norm price for about 95 percent of their norm milk.

Market Manager Frederick Shangle presented a brief for the Trenton Committee at the hearing held at Trenton on November 26. The Committee's recommendations included a substantial increase in the prices of Classes I and II and the continuation of the new formula for Class III, but limiting that class only to milk made into butter.

The annual meeting of the Trenton Advisory Committee is being held December 2 and will be reported in the January Review. This section was well represented at the Inter-State annual meeting, November 24-25.

### ALTOONA - HUNTINGTON

The members of the Advisory Committee, elected in the locals of the districts comprising the Altoona-Huntingdon Inter-State Secondary Market, met with the directors of the district and officials of the Cooperative at Hollidaysburg on November 28 for the purpose of organization and hearing market information reports.

The following executive committee was elected: E. J. Farabaugh, Loretto; Wilbur Little, New Enterprise; J. M. Allison, Aitch; Roller Fleck, Altoona; Preston C. Smith, Martinsburg, Pa.

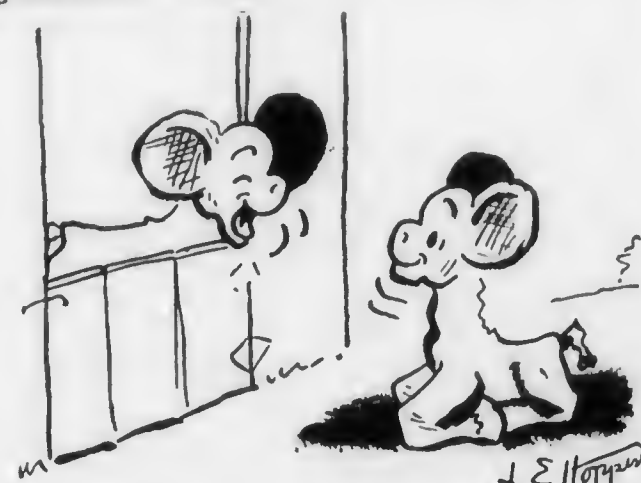
This committee then elected the following officers: E. J. Farabaugh, president; J. M. Allison, vice president; Wilbur Little, secretary.

The Executive Committee meets in the County Agent's office at Hollidaysburg on the fourth Tuesday of each month.

Stout Lady (to little boy): "Can you tell me if I get through this gate to the park?"

Little Boy: "I guess so. A load of hay just went through."

The best armor is to keep out of gunshot.—Bacon.



"Good news, Eddie!—The milking machine broke down!"

### Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during October, 1941.

Farm Calls	1158
Non-Farm Calls	362
Butterfat Tests	4476
Plants Investigated (first half Oct.)	29
(second half Oct.)	14
Herd Samples Tested	230
Brom Thymol Tests	552
Microscopic Tests	166
Membership Solicitations	176
New Members Signed	30
Local Meetings	58
Attendance	1406
District Meetings	6
Attendance	88
Committee Meetings	9
Attendance	109
Other Meetings	12
Attendance	837

### Pasteur Medals Awarded Milkmen for Heroic Deeds

Pasteur medals were awarded milkmen during the convention of the International Association of Milk Dealers in Toronto, Canada, in October, for distinguished service in line of duty.

The gold medal was awarded to Cornelius K. Oker of Los Angeles for saving the lives of a brother and sister, aged 10 and 9, buried in an 8-foot cave.

Bronze medals are being presented locally to three drivers from the Philadelphia area; one, Gerald Griffin, with Scott-Powell Dairies, for leading a mother and her five children through smoke from the second story of a burning home; another to Anthony Washofsky of Abbotts Dairies, for getting an elderly lady out of a burning home and helping to extinguish the flames; and, third, to Ronald N. Entwistle of Supplee-Wills-Jones Milk Company, for saving the life of a steam shovel operator when his clothes burst into flames.

### NOVEMBER, 1941, BUTTER PRICES

Date	Philadelphia	New York	Chicago
1	—	—	35 1/4
2	37	36	35 1/4
3	36 1/2	—	35 1/4
4	36 1/2	36	36
5	36 1/2	36 1/2	36 1/2
6	37	36 1/2	36 1/2
7	37	36 1/2	36 1/2
8	—	—	36 3/4
9	37 3/4	37 1/4	37
10	38	37 1/2	37
11	38	37 1/2	37
12	38	37 1/2	37
13	38	37 1/2	37
14	38	37 1/2	37
15	—	—	37
16	37 3/4	37 1/4	36 3/4
17	36 1/2	36	35 3/4
18	36 1/2	36	35 3/4
19	36 1/2	36	35 3/4
20	36	35 1/2	35
21	—	—	35
22	35 3/4	35 1/4	35
23	35 3/4	35 1/4	34 3/4
24	35 3/4	35 1/4	34 1/2
25	35 3/4	35	34 1/2
26	35 3/4	34 3/4	34 1/2
27	35 3/4	34 3/4	34 1/2
28	35 3/4	34 3/4	34 1/2
29	—	—	34 1/2
Average	36.76	36.18	35.75
Oct. '41	36.27	35.65	35.16
Nov., '40	33.79	33.13	32.43

## Now-GROW BIGGER, HEALTHIER CALVES



### and SAVE MILK with BEACON CALF STARTER

Weights 15 Pounds Above Average at 10 Weeks —Getting off to a flying start, this Beacon-fed calf is way ahead of average for her age. She weighs 132 pounds at 10 weeks. Average for her age and breed—117 lbs.



Beacon-fed Calves Are Winners — Both these prize-winners were raised on Beacon Calf Starter. The heifer (left) won First Prize Junior Heifer Calf, and the bull Third Prize Junior Bull Calf at this year's New York State Fair. Wait Farms of Auburn, N. Y., breeders and owners, took seven firsts with their Beacon fitted Show string at this fair.

HERE'S a way to grow bigger, healthier calves at less cost —with Beacon Calf Starter. This outstanding new-type feed will give you faster, more economical growth—up to 35% increase over average gains. What's more, it will help you SAVE MILK—less than two forty-quart cans are needed to grow a calf!

It's a wonderfully palatable feed. Calves like it, so there's no waste. It's safe, whether fed in large or small amounts. And on top of all this, it costs less—only \$25.00\* covers ALL feed and milk costs to five months of age according to repeated tests!

Beacon Calf Starter represents an entirely new approach to the problem of calf-feeding. Developed and carefully tested on our Dairy Research Farm, it has proved its worth in actual use on leading dairy farms in the Northeast.

\*at present prices.

The BEACON MILLING CO., Inc., Cayuga, N. Y.

## BEACON Dairy RATIONS

The 1941 Inter-State Annual Meeting was the most important ever held. Use the reports of it in this Review to "talk up" Inter-State to non-member neighbors.

### FREE New Bulletin

#### "GROW BETTER CALVES"

gives practical advice on feeding and raising. Complete, authoritative, valuable. Write for your FREE copy TODAY.





## Fluid Market Prices Lagging

**M**ILK production in the Philadelphia area is short as compared with demand. Many dealers are finding it difficult to obtain sufficient supplies at present prices. Inter-State records on approximately 5,000 producers show a daily production per farm of 240 pounds in October, an increase of 3.45 percent over October a year ago but a 12.41 percent drop from the 274-pound average in September. September this year was 12 percent higher than September a year ago, showing a much sharper dropping off of production this fall.

Reports from the Agricultural Marketing Service, Philadelphia office, show a production of 251 pounds per farm per day during the week ending November 12, an 11-pound, or 4.6 percent, increase over the corresponding week last year.

Consumption of milk increased 4.8 percent in October over October a year ago, according to a report from leading distributors in 152 markets and compiled by the Milk Industry Foundation. Average daily sales in October were 7,276,635 quarts.

Milk company payrolls in October, as reported by the Foundation, showed an increase of 7.67 percent and employment an increase of 2.27 percent, as compared with October, 1940.

Fluid milk prices in city markets as shown by a USDA report, show a continuation of the upward trend of milk prices, both those paid producers and charged consumers. These, however, "were still relatively low compared to latest available prices of other milk and cream

sold by farmers." This report states that nearly one-quarter of the markets reported advances of from 1/2 to 2 cents per quart in October or November, the home retail delivery price averaging 13.94 cents per quart in 25 markets.

Producer price increases are reported in numerous markets, most of them being of 25 cents or more per hundredweight, prices in the South showing increases of as much as 58 to 75 cents, with 1 or 2-cent increases in the retail price. Included in the markets with increases to both producers and consumers are Wilkes Barre and Reading, Pa.; Boston, Lowell and Lawrence, Mass.; Newport, R. I., and numerous mid-western cities.

Dairy feeds continue high in price, with November quotations from dealers in Inter-State territory showing a range of 7 to 30 percent above a year ago. There was a slight decrease in feed prices from October, the range extending from a drop of 7 percent to an increase of 1 percent.

Milk cow prices are also increasing, the Pennsylvania Department of Agriculture reporting an average of \$92 per head in October, a 16.4 percent increase over a year ago, while a Wisconsin report for the same month shows a \$95 average price, an increase of \$21.00, or 28.4 percent, over a year ago.

The dairy manufactured markets continue strong, except for butter. The average price paid to producers by evaporators was \$2.12 for 3.5 percent milk in October, an increase of 6 cents over September and 72 cents over October a year ago. The wholesale price of \$3.67 per case of 48 14 1/2 ounce cans was up 2 cents over September and 82 cents over October a year ago. Evaporated milk production continues heavy and the 382 million pound supply in manufacturers' hands is a sharp increase as compared with a year ago and approaches near-record levels. This has been due largely to increased production, estimated at 269 million pounds in October.

Butter production in October was estimated at 136 million pounds, practically the same as in October, 1940. The 10-month (January-October) total of 1,667 million pounds was 4.7 percent higher than in the same months of 1940.

Butter prices have been irregular during November, the 92-score price at New York being 36 cents early in the month, going up to 37.5 by mid-November and closing at 34.75 cents. The monthly average was

36.18 cents, a 3.05-cent increase over a year ago and a .53-cent increase over October.

The supply of butter in storage on November 1 was 186 million pounds. This was 81 million pounds greater than a year earlier and almost 60 million pounds above the 5-year average for that date.

Cheese production continues to show sharp increases, the 62 million pounds of cheddar produced in October being 30 percent higher than a year earlier and 74 percent above the October 10-year (1930-1939) average. Cheese production has been stimulated through Lend-Lease buying, which has maintained a price high in relation to butter prices. The amount of all cheese in storage on November 1 was 188 million pounds, a 44-million pound increase over a year ago.

Dry skimmilk production showed a decrease in October as compared with a year earlier, but the production of dry whole milk and dry butter milk both showed increases. This lower trend of dry skim production has been in evidence for some time. The October average price of dry skimmilk was reported at 11.47 cents per pound, a 1.21-cent increase over September and a 5.17-cent increase over October a year ago. Prices of dry whole milk and dry buttermilk showed similar increases. The supply of dry skimmilk on hand on November 1 was estimated as enough to meet 17 days' requirements.

Cream prices held fairly steady in the Philadelphia market during November, cream meeting all approvals opening at about \$19.50 and being quoted at mid-month at about \$19.00. Cream approved for Pennsylvania only was quoted at about \$18.50 per can. This is equivalent to \$2.21 per hundred pounds of 4 percent milk, with no allowance for skimmilk values, as compared with the Class II price of \$2.11 as set by the Pennsylvania Milk Control Commission.

The typographical error is a slippery thing and sly; You can hunt till you are dizzy, but it somehow will get by. That typographical error, too small for human eyes, Till the ink is on the paper, when it grows to mountain size. The boss, he stares with horror, then he grabs his hair and groans; The copy reader drops his head upon his hands and moans. The remainder of the issue may be clean as clean can be— But that typographical error is the only thing you see.

## Federation Policies Outlined

**A** full three days was spent at Chicago early in November by the National Cooperative Milk Producers' Federation, discussing problems facing dairymen of this nation. This meeting, the 25th annual convention of the Federation, was attended by 300 delegates and guests, representing 59 cooperatives with a membership of more than 260,000 American dairymen.

Among the many subjects discussed were the parity issue; the recommended butter purchase program under the Lend-Lease act; the labor situation as it affects agriculture and the defense program; diversion of milk to cheese and evaporated milk; the oleo question and complications which have arisen through the new Federal standards permitting artificial coloring and flavoring of that product, and price fixing policies of the government.

Resolutions on these and other items were adopted by the delegates to the Federation meeting.

The Federation is now moving into its second quarter-century of operations under the direction of a new president. John Brandt, president of Land O'Lakes Creameries, was elected president to succeed N. P. Hull, who had served in that position for eight years and who has never missed an annual meeting of the Federation since it was organized in 1916.

Succeeding Mr. Brandt as first vice-president is W. P. Davis of Boston. W. J. Knutzen, Seattle, Washington, was elected second vice-president. Two new members were elected to the board of directors, A. N. Heggen of Des Moines, Iowa, and Wm. L. Mays, Bloomington, Ill. Inter-State's president, B. H. Welty, is also a director, while F. P. (Daddy) Willits is an honorary director. One of the speakers on the program, known to many Inter-State members, was Dr. R. B. Corbett, director of the Maryland Agricultural Experiment Station, who presided as toastmaster at the banquet.

In their addresses to the Federation, both N. P. Hull, as president, and Secretary Chas. W. Holman stressed the gravity of the situation facing American dairymen. They were especially concerned with the maladjustments that are likely to occur following the cessation of the present Lend-Lease and defense spending. Both speakers also showed concern lest the dairy industry be placed at a disadvantage during the present period with prices rising rapidly.

The parity system of determining

farm prices was described by Mr. Holman as failing to provide farmers with sufficient income to keep pace with the rising American standards of living. Dr. Leland Spencer of Cornell University advocated a complete revision of this system, stating that it is less favorable to dairymen than to any other farm group. The present system was supported by Dr. Howard R. Tolley, Agricultural Economics Chief in the USDA.

The problems of the dairy industry are likely to increase instead of diminish, the delegates were told by O. M. Reed, USDA dairy chief. In commenting on these problems he said, "Solution of these problems will be made on a sound basis only when groups such as the Federation think them through. We invite the cooperation of the best brains that you have at your command, and we offer you the best that we have."

Congressman August H. Andersen of Minnesota, leader of the fight in Washington to obtain protective legislation for the dairy industry, urged "all dairy farmers in the nation to stand united and actively join in the fight to protect the integrity of the dairy industry, the largest unit of American agriculture." He took particularly sharp issue with the recently promulgated standards for oleomargarine.

Dairy farmers were urged by Rich L. Duncan, Louisville, Ky., to "bore down into the foundation of our basic production problems." He was referring especially to efficiency of milk production and described the "Model T" cow as the Number 1 problem faced by many individual farmers.

George W. Ruppel, Shawano, Wisconsin, described the work done by the Consolidated Badger Cooperative, of which he is manager, in improving the productive ability of cows in that section of Wisconsin. Artificial breeding is employed by farmers owning more than 8,000 cows and the work is expanding rapidly.

Sophomore (seeking sympathy): "I'm just a poor boy trying to get ahead."

Professor: "Well, that's fine, you certainly need one."

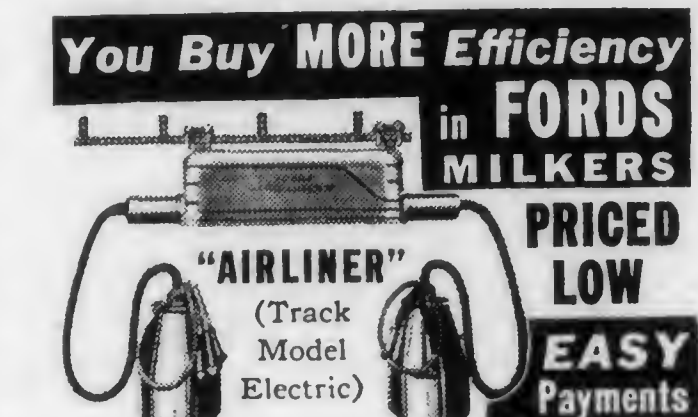
Teacher: "There's no difficulty in the world that cannot be overcome."

Pupil: "Have you ever tried squeezing tooth-paste back into the tube?"

Tillie: "Is Polly air minded?"  
Millie: "Is she? Say, she's only 21 and has already given the air to two bankers and a doctor."



**STEWART CLIPMASTER**  
New anti-friction tension control assures perfect tension between blades for cooler, better running—faster, easier clipping. Makes blades stay sharp longer. Exclusive Stewart design ball-bearing motor is air-cooled and entirely enclosed in the insulated EASY-GRIP handle that is barely two inches in diameter. Completely insulated—no ground wire required. T.L.C. fastest clipping, smoothest running, easiest-to-use, lower complete, 100-120 volts. Special voltages slightly higher. At your dealer's or send \$1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power clipping and shearing machines. Made and warranted by Chicago Flexible Shaft Company, Dept. 46, 3600 Roosevelt Road, Chicago, Illinois. 62 years making quality products.



Extreme simplicity of design makes FORDS Milkers easiest to clean and keep clean. Eliminates milking "behind the cows", well up away from litter. Easy to operate, too—no pipelines, quickly installed in any type barn. Backed by 30 years of progress, every material the finest, fully guaranteed. Full line, gas or electric models. Get complete details NOW!  
**WRITE TODAY**  
MYERS-SHERMAN CO., 1312 E. 12th St., Streator, Ill.

## Cash Prizes

For Winning Pictures in the  
**REVIEW**  
**PICTURE CONTEST**

**Prizes—**  
\$5.00 if picture is used on front page, \$1.00 if used on inside page.

**Open to—**  
Members of the Inter-State Milk Producers' Cooperative and their families.

- Requirements—**
1. Clear, sharp outlines, attractive background.
  2. Farm subject that will interest others on its merits.
  3. Description of Picture.
  4. Identification of sender.
- (Unused pictures will be returned)

"Nothing is ever gained by winning an argument and losing a customer."



### Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

### Income Taxes

Farmer's record—for reporting income taxes. Write T. W. DENT, tax consultant, 917 15th Street, Washington, D. C.





## Snapshot of another **DEFENSE PROJECT**

*This Young Lady is an  
Important Part of  
Uncle Sam's Defense Program*

She is saving milk for the nation's needs by feeding **MUTUAL Milk-Food Compound** to baby calves, pigs and chickens. She is helping her dad's farm income, too, because by feeding Mutual he can market **ALL** of his milk at present premium prices.

*One Pail of **MUTUAL** at \$3.30  
SAVES 1200 lbs. of WHOLE MILK*

• Mutual is not a meal (grain feed) it is a rich, highly digestible Milk-Food Compound, containing all of the elements necessary to raise healthy, sturdy calves. It is fed like milk — the natural way — at less than  $\frac{1}{5}$  the cost of whole milk.

DISTRIBUTED BY LEADING MILK COMPANIES THROUGHOUT  
THE NATION—AS A SERVICE TO PATRONS

*Whole Milk Feeding Results GUARANTEED  
OR YOUR MONEY REFUNDED*

**MUTUAL PRODUCTS CO., Minneapolis, Minn.**



*Order a Pail of  
**MUTUAL**  
Today!  
SAVE MILK FOR  
DEFENSE*

The United States Department of Agriculture estimates total 1941 income from marketing of farm products as approximately 10 billion dollars. Cash income from marketings in 1940 totalled 8.4 billions. It is pointed out, however, that part of this gain is being offset by higher prices of goods and services bought by farmers.

Many a man keeps his nose to the grindstone so that his wife can turn hers up at the neighbors.

Father: "Hullo! Where's Alfred gone to?"

Mother: "If the ice is as thick as he thinks it is, he's gone skating; but if it is as thin as I think it is, he's gone bathing."

Notice of civil service examinations have been filed for the position of marketing specialist in the Surplus Marketing Administration and the Agricultural Marketing Service of the USDA. Salaries in these positions range from \$2600 to \$4600 a year and applications must be on file at Washington, D. C., not later than December 18, 1941.

# INTER-STATE Milk Produ

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER

Vol. XXII

Philadelphia, Pennsylvania, January 1942

No. 9

Library, Cornell University, Dept. of Agr. Economics, Ithaca, N. Y.



Picture by Eugene Wyble, Worton, Maryland

## Snow Sports



# Federal Hearing Closed Dec. 5

## Tentative Order Will Be Submitted

DECEMBER 5 marked the closing of the Federal hearing on the proposed milk marketing order for the Philadelphia area. The hearing was in session 19 days, during 18 of which testimony was taken. It opened on October 23, recessed until the 28th and then continued until December 5, except for two recesses of a week each. The last week was marked with a determined effort to complete the hearing with as little further delay as possible, the hearing going into session at 9:00 A.M. each day and continuing well into the night.

The complete record totalled 3110 pages, in addition to hundreds of exhibits supporting the formal briefs and the oral testimony placed upon the record.

### Dealers Give Testimony

The final week was given over principally to testimony by milk dealers, including ice cream manufacturers. Naturally enough, milk dealers opposed the issuance of a Federal order, while representatives of the ice cream manufacturers also protested against the issuance of an order but asked that if an order should be issued it be on a market-wide pool basis, thus enabling them to pay their producers the same price received by fluid producers, without themselves having to pay more than the ice cream value for their milk—the other money coming from the market pool.

Much of one day was given over to testimony of Charles Reittel, a management engineer of New York who was at one time associated with Dr. Clyde L. King at the University of Pennsylvania and in the early days of the AAA at Washington. Mr. Reittel represented the dealers and insisted that producers in the Philadelphia milk shed are now receiving prices far in excess of "parity."

Following the completion of the hearing all interested parties were given until December 22 to file supplementary briefs. Inter-State's brief, filed in compliance with this arrangement, required 30 type-written pages and was a concise summary of the entire situation, including many legal points involved.

The Pennsylvania Milk Control Commission did not adjourn its interest in the hearing on December 5, as did the Dairy Division. Their part of the hearing was recessed until December 15 and again recessed to

December 29, in order to comply with the request by Mrs. Jean Bullitt Darlington of West Chester, for a discussion of certain problems of interest primarily to raw milk producer-distributors. Because of the lack of certain records at the December 29 meeting, another recess was granted until the week of January 12.

### Record Being Studied

Staff members of the Dairy Division of the USDA have the responsibility of studying the hearing record, the exhibits and supplementary briefs and from this information determining, first, whether there is justification for the Secretary of Agriculture to consider further the matter of Federal control over the Philadelphia market and, second, if such control seems advisable, to prepare a tentative order for the regulation of the market.

The procedure being followed, we understand, is the preparation of a "nisi" order, which corresponds somewhat to the plan followed by the Pennsylvania Milk Control Commission in holding a "prevue" of an order before final issuance. A copy of this "nisi" order will be sent to all interested parties who will then have ten days in which to submit briefs on it, either supporting, opposing or suggesting changes in the order.

### Submit Tentative Order

The next step is the issuance of a tentative marketing agreement and order. This will be offered to the milk dealers for their signature and if approved by dealers handling 51 percent or more of the milk in the marketing area, as defined therein, it becomes a marketing agreement, providing producers also approve it. The same tentative proposal is also submitted to producers for their approval and on this an affirmative vote of 75 percent of producers voting is required. Should the handlers fail to sign the agreement and producers do approve it, it goes to the President for his signature, the Secretary then issuing it as an order.

There is no information available at this time as to when the "nisi" order may be sent out nor what it will contain. It will be recalled that Inter-State asked for a Class I price of \$3.70 for 4 percent milk, f. o. b. Philadelphia; a Class II price that will return approximately \$2.55; and a Class III price that

will return approximately \$1.68, based on December butter prices. These prices compare with the \$3.58 (\$3.40 in Zone 2) Class I price, \$2.18 Class II price and \$1.55 Class III price, as contained in Order A-79 of the Pennsylvania Milk Control Commission, which becomes effective January 1.

Judging from the testimony presented at the hearing, three points that will be of major importance in the order concern the definition of "producer," "handler" and "marketing area." Around these definitions will hinge the extent of the order and who will be covered and affected by it.

If the order, when it comes out, appears fair and reasonable and is so written as to benefit Inter-State members, Inter-State will naturally favor it and will urge all producers eligible under the proposed order to support it.

### Experience Will Be Guide

It would be too much to expect that the order, as first drawn or even as first made effective, will be perfect—nor will its provisions be permanent. It has been the experience with every marketing order issued that changes will be desired, based upon experience and also as basic underlying conditions may change. Furthermore, as information may be collected concerning the market as a whole, such information being available only under a Federal order actually in operation, it is more than likely that the advisability or need for additional amendments will be made apparent.

Inter-State will make its position on the order known to delegates, local officers and members as promptly as possible after, first, the "nisi" order comes out and, secondly, after the tentative order is available, this being the order upon which producers will vote. No definite recommendations can be made until the contents of the order are known.

"Does it make any difference on which side of you I sit?" she asked. "Not a bit," he replied. "I'm ambidextrous."

Jack: How are you getting along in school?

Bill: Oh, I'm as famous as Napoleon.

Jack: How come?

Bill: I went down in history.

# Prices Advance January 1

## Increase Was Long Awaited

MILK PRICES in the Philadelphia area were increased on January 1. On that date the long-awaited order A-79 of the Pennsylvania Milk Control Commission became effective, increasing the Class I price to producers by \$.28 per hundredweight and the formula for Class II by \$.13 and for Class III by \$.05 per hundredweight.

Price increases to consumers were made effective at the same time. The price per quart of Grade B milk is now \$.14, raised from \$.13; and "A" milk \$.17, raised from \$.16. There was no increase in the price of milk sold in pint containers but there was a 1/4 cent per bottle increase in the wholesale price of milk in half-pint bottles. Increases were also made in retail cream prices.

The new order was originally issued by the Commission on November 18 and a prevue was held in the Attorney General's office on November 21. The final approval of the order was delayed until December 18, when it was signed by the Governor, to be effective January 1.

A statement issued by the Commission at the time the order was announced, said "The Commission and the Governor refrained from causing any increase to consumers until it became impossible to insure enough milk for Philadelphia unless prices were increased." This statement is significant when it is known that many dealers in the Philadelphia market were paying premiums over the established prices during the fall months because of the competitive situation in obtaining milk from producers.

### Prices Inadequate

Inter-State continues to hold the position announced at the Harrisburg prevue on November 21, in which it was insisted that we are not satisfied with the producer prices contained in Order A-79 but "in view of the very serious necessity for an immediate increased return to the producers supplying the Philadelphia area, we request that this order be put into effect at the earliest date possible and the inequities which we believe to exist be corrected by amendment or otherwise . . ."

The Class I price of 4 percent milk, f. o. b. Philadelphia, is \$3.58 per hundred pounds or 7.7 cents per quart under the new order; the Class II price formula was increased by \$.13, making the price \$2.18 (based on December butter price); and the Class III price formula was increased by \$.05,

making it \$1.55 (based on December butter price). The prices requested by Inter-State at the joint Federal-State hearing would return \$3.70 or 8 cents per quart for Class I, about \$2.55 for Class II and \$1.68 for Class III, an average increase of about \$.15 per hundred pounds over the prices specified in Order A-79.

The zoning arrangement has been amended in two respects. The size of Zone I was reduced by placing the undeveloped section of northeast Philadelphia in Zone 2, thereby reducing the price of milk sold in that region by \$.18. A graduated increase was established for milk sold in Zone I but handled through processing and bottling plants located outside of Zone I. Instead of the Class I price on such milk being \$.18 under the Zone I price as formerly, the new schedule provides prices of from \$.06 to \$.17 under the Zone I price for each 5 miles up to 25 miles outside of Zone I, and additional reductions for milk sold in Zone I but handled through processing plants more than 25 miles from Zone I boundary.

The new order also places milk used for the manufacture of cream cheese in Class II instead of Class III as formerly.

### Producing Milk Is Job for Dairymen

Dairymen of the country generally are responding to the call for increased dairy production, so as to provide dairy products for the nation's armed forces and for our country's allies. Dairy experts are unanimous on two points in this regard; first, that better feeding and care will fill this need; second, that merely moving cows from farm to farm and swapping dollars in the bargain will not increase milk production.

In fact, it appears that this practice of swapping dollars for cows and cows for dollars may actually result in lower production, because in many cases cows will be taken from the care of good dairymen and put in the care of poor dairymen, with the result that there will actually be less milk produced.

Another serious disadvantage of such a short-sighted program is the effect on cow prices. With the "in and out" trying to get into the dairy business, he will naturally bid up the price of cows. This may add materially to the cost of opera-

tions of the steady, year-in and year-out dairyman who may find it necessary to buy herd replacements.

In these times, when the nation wants the maximum of production with the greatest possible efficiency, it is important that as much of our dairy production as possible be placed in the hands of men experienced and skilled in dairy business—as little as possible in the hands of those who do not possess this experience or skill. Such men can serve the country better in activities other than highly skilled dairy production.

It is best that dairymen be depended upon for dairy products.

### No Time for Boarders

It is more important than ever today to cull our dairy herds closely. With farm labor scarce this is no time to waste time on boarder cows. It is probable that during the next year, and thereafter until the end of the war, skilled dairy farm help will be at a premium—if available at all. Every minute of their time must be made to count and it doesn't count for much when expended on a boarder cow or even a cow that is just able to break even.

A second important reason for getting rid of the boarders is to avoid the waste of high priced feed on such cows. It often happens that the good cows can use a little more feed to advantage and by getting rid of the boarder and dividing a part of her feed among the good cows in the herd, production will be maintained and labor will be reduced.

There are two other good reasons for getting rid of the inefficient cow, namely, the good price for beef right now, enabling the herd owner with such cows to cash in on them to his advantage, and the building of a better herd for future years.

Check up on the herd. If any cow fails to pay her way send her to the packers.



These twin Holsteins are helping Melvin L. Sauder, East Earl, Pa., build up his herd in the "Food for Defense" program.



## INTER-STATE MILK PRODUCERS REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phone, Walnut 3040-3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

### Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

F. P. Willis, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willis, Assistant Treasurer  
O. H. Hoffman, Jr., General Manager  
F. P. Willis, Jr., Statistician  
A. Evans Kephart, Counsel

#### District

Directors, 1941-42  
1. Alvin K. Rothenberger, Worcester, Pa.  
2. Frederick Shangle, Trenton, N. J., R. 2  
3. Wm. H. Holloway, Newark, Md.  
4. J. W. Keith, Centerville, Md.  
5. Fred W. Bleiler, New Tripoli, Pa., R. 1  
6. H. K. Martin, Goodville, Pa.  
7. Furman H. Gyger, Kimberton, Pa.  
8. J. Leslie Ford, Newark, Del.  
9. Ralph E. Bower, Chesapeake City, Md.  
10. E. M. Crowl, Oxford, Pa.  
11. W. H. Jump, Houston, Del.  
12. H. B. Stewart, Huntingdon, Pa., R. 1  
13. Howard W. Wickersham, Kilton, Pa.  
14. M. L. Sitt, Port Royal, Pa.  
15. Jos. S. Briggs, Yardley, Pa.  
16. John Carvel Sutton, Kennedysville, Md.  
17. Kenzie S. Bagshaw, Hollidaysburg, Pa.  
18. Coy E. Meakle, Everett, Pa., R. 3  
19. A. R. Marvel, Easton, Md.  
20. Charles R. Hires, Jr., Salem, N. J.  
21. B. H. Welty, Waynesboro, Pa., R. 4  
22. D. E. Witherspoon, Chambersburg, Pa.  
23. D. E. Witherspoon, Chambersburg, Pa.  
24. D. E. Witherspoon, Chambersburg, Pa.  
25. D. E. Witherspoon, Chambersburg, Pa.  
26. D. E. Witherspoon, Chambersburg, Pa.  
Honorary Life Member—F. P. Willis, Ward, Pa.  
\*Member of Executive Committee

#### FIELD DEPARTMENT

1. Ralph Zollers, Philadelphia, Pa., Director  
C. E. Cowan, Lancaster, Pa., Asst. Director  
C. Reynolds, Denton, Md., Asst. Director  
E. P. Bechtel, Trappe, Pa.  
J. J. Camp, Roaring Spring, Pa.  
E. C. Dunning, Chambersburg, Pa.  
Floyd R. Ealy, Broomall, Pa.  
Clayton L. Keener, Nottingham, Pa.  
H. D. Kinsey, Quakertown, Pa.  
J. T. Plummer, Lewistown, Pa.  
Louis F. Tomey, Easton, Md.  
D. W. Winter, Glenside, Pa.

#### SECONDARY MARKET MANAGERS

Altoona—Huntingdon—J. J. Camp, Roaring  
Spring, Pa. Phone 118-M  
Lancaster—C. E. Cowan, County Extension  
Office, Lancaster, Pa. Phone 2-7977  
South Jersey—Floyd R. Ealy, County Extension  
Office, Woodbury, N. J. Box 334, Phone 800  
Trenton—Frederick Shangle, 19 W. State St.,  
Trenton, N. J. Phone 4083  
Wilmington—Floyd R. Ealy, 103 W. 7th St.,  
Wilmington, Del. Phone 2-7464

### Personal Glimpses

On September 30, Leona Aurand, daughter of George D. Aurand, Lewistown, Pa., and dairy queen from District 16, was married to George Swigart of McVeytown, Pa.

The annual meeting of the National Association of State Boards of Agriculture and Secretaries of Agriculture was held at Columbia, S. C., on December 8-10. Irvin G. Klair, Inter-State member and vice-president of the Delaware State Board of Agriculture, attended these sessions.

J. Marshall Spencer, Cochranville, Pa., passed away on December 17, in his 70th year.

A purebred Holstein cow owned by H. R. Metzler of Paradise has just completed a record entitling her to second place in Pennsylvania among 4-year old Holsteins milked twice daily. Her production record was 16,638 pounds of milk and 634.8 pounds of butterfat.

The Montgomery County Pomona Grange, at its December meeting, elected Harold Allebach overseer and Mrs. Harold Allebach lecturer for the ensuing year.

A Chevrolet automobile and \$25.00 in cash were awarded Mrs. John Astle, Rising Sun, Md., in a recent 7-week newspaper campaign sponsored by the Cecil Whig, Elkton, Md. Mrs. Astle will be remembered as a member of the Women's Committee for the Inter-State annual meeting in November.

### Minnie Harman Hoffman

Mrs. Minnie Harman Hoffman, mother of O. H. Hoffman, Jr., general manager of Inter-State Milk Producers' Cooperative, died on December 27, 1941, following an illness of almost a year. Mrs. Hoffman was born in Petersburg, W. Va., November 23, 1866.

She was a daughter of George Harman, a well-known stockman and farmer of West Virginia. Mrs. Hoffman was a farmer at heart and before her marriage was her father's chief aid in the management of his extensive livestock interests. She continued similar work for her husband following her marriage. In all this work she kept accurate and complete records of the farm business, including livestock pedigrees.

Her home, since 1917, had been at Baltimore, Maryland.

She is survived by one son, O. H. Hoffman, Jr., and three daughters, Susan H. Hoffman, Baltimore; Mrs. E. A. Perry, Bridgeport, Conn.; and Huntley Hoffman, Washington, D. C.

### Income Tax Returns Must Be Filed

Income tax returns must be filed by March 15, 1942. Every person whose gross income is over \$1500 if married, \$750 if single, is required to file a return, whether or not a tax will be due.

The filling out of an income tax blank is a complicated matter. Records of income and expense must be kept in order that the return may be correct. The subject of expenses that are properly deductible is of great importance and here again accurate records are valuable.

Blanks for making the income

tax return can be obtained from the Bureau of Internal Revenue and also from most banks. Be sure to specify that the blank prepared for farmers is to be used.

Early attention to this matter will avoid difficulties that may accompany the last minute rush.

### Winning This War Is Now Our One Big Job

"We're in it." Those brief words summarize the expressions of Americans everywhere when the Japs attacked Hawaii, and with that event the United States of America became a united nation with one thought—one objective—"We are going to win this war and save our democratic way of life."

We can, we must, we will crush the dictatorial, militaristic governments. We love peace—love it so much we are going to fight for it.

This war is no small affair—it is truly a World War with every continent involved. Military commanders must be prepared to make stupendous efforts and difficult decisions—all to the end of ultimate and complete victory.

In that, each and every one of us must do our part in whatever way it best fits into the plan that will bring such victory. Sacrifices will have to be made—and Americans have proved before that they can and will make them when occasion requires.

In this "all out" effort, farmers can be counted upon to carry their full load as they have in every other war from the first frontier skirmishes with Indians down through World War I. But all the fighting, all the work will not be done in the field of battle. Much must be done on the farm and in the factory. Every bit of constructive work helps.

Produce the needed foods. Avoid waste of food, supplies, machines, man power. Operate at the highest possible efficiency.

This is still a democratic country. In spite of certain restrictions and regulations, we as individuals still have more personal liberties, more material things than do the citizens of any other country on earth. Above all, we can still think, talk and worship as we please. Such liberties and pleasures as we may be asked to give up temporarily are given up for the common good—so as to enable all of us together to preserve this great country of ours and the way of life which it represents.

"Who are those people who are cheering?" asked the recruit as the soldiers marched to the train. "Those," replied the veteran, "are the people who are not going."

## Agriculture Must Face Problems Brought By War

As farmers our place in the national economic picture is principally that of producers of food and fiber. With war upon us it is our job to carry on, continuing this production in spite of difficulties. We must continue to produce all we can of those products which are in greatest need by our country and our allies.

This means major adjustments—stretching of our efforts regardless of obstacles. One major difficulty is to maintain a price structure for our products that will enable us to produce. As individuals we can do little or nothing in that direction—but as members of strong farm organizations, with intelligent leadership, we can do much, those organizations making it their job to keep the Congress and all policy forming bodies and boards fully informed of the farm situation and what effect any move contemplated or effected may have upon production and the farmers' ability to produce.

Our second problem is that of labor. This requires thought and work by both the individual farmer and his farm organization. The organization can advise and guide on legislative and policy forming matters. The individual can plan to use his available labor most effectively according to his circumstances. For example, the dairyman with good, high-yielding pasture can save a lot of man labor by letting the dairy herd do its own harvesting of this low-cost but valuable feed crop. Boarder cows and low-yielding crops both require a lot of work for the results obtained—avoid them.

Scarcity of some commodities may require major adjustments and also offer opportunity for careful husbanding of supplies.

One farm commodity that may become scarce is fertilizer. Sulphuric acid, needed in the manufacture of many fertilizers is required also for war materials, while cargo space may be scarce for the importation of Chilean nitrate. Plans are being considered which are intended to hold down the manufacturer and dealer margins on nitrate fertilizers.

Another commodity produced principally in the Orient is burlap. The war in the Pacific, plus the need for ships for war materials, may cut off the supply of this material and it is reported that only two months' supply is on hand, with three months' supplies enroute. The army and navy will have first call on this burlap. The first recommendation

is to conserve our burlap bags, protect them from rodents, moisture and dirt, so they can be used over and over. Substitutes, cotton or paper, are other alternatives.

Insecticides, germicides and fungicides are principally of chemical origin and, therefore, will be scarce under war conditions. Efforts are being made to maintain a supply of these products as necessary in food production.

The situation with regard to rubber products, especially tires and tubes, is generally well understood. It is unlikely that farm machines equipped with rubber will be available and tires will be hard to get.

Automobile production is being reduced and further cuts will be made. Tractors and other farm machinery may also suffer reductions in output, but unlikely as drastic as that applying to automobiles.

It is apparent that repair parts for farm machinery will maintain a fairly high priority rating but even output of these materials may have to be curtailed and it is unlikely that large inventories will be carried.

Molasses is an essential in the production of industrial alcohol and this may result in a scarcity of molasses for feed purposes, including supplies for grass silage. If allocations of this product are ordered, it is probable that, as far as its use in feeds is concerned, dairy feeds will have first claim.

A minister said, one Sunday at the family dinner table, "My sermon this morning, advocating frugality and thrift, was very convincing." "How do you know, dear?" asked his wife.

"I counted the collection."



A picture like this makes us think of June. Stuart A. Anderson, Spruce Creek, Pa., insists it was the finest field of alfalfa in Huntingdon County.

### The Bagshaw's Honored

December 11, 1941, marked not only the closing date of the annual meeting of the Pennsylvania State Grange but also the 37th wedding anniversary of State Master Kenzie S. Bagshaw and his wife. This anniversary was made the occasion for a special feature on the Grange program held at Unionville, when Past Master J. R. Boak presented, on the part of the Grange and of the Bagshaws' many friends in the Grange, a chest of silver, a silver tray and pitcher.

As a young man Mr. Bagshaw worked for Mr. Boak as herd manager and three years later he started his own dairy herd, choosing Brown Swiss as his breed, the breed he became acquainted with and liked when in Mr. Boak's employ.

### Convert Scrap into Cash

If there were silver coins or dollar bills scattered around behind the barn, in the fence corners and out-of-the-way places, it is a safe bet they would not stay there for long. Right now scrap metal, which is probably lurking in the same places, can easily be converted into cash. Such materials are sorely needed in our war program.

It is urged that they be collected and sold as scrap iron, thus helping the country, improving the appearance of the premises and bringing in a little cash, which is always handy. Do this cleaning up before the heavy rush of spring work starts.

### Penn State Names Hedlund Head of Agr. Economics

Dr. Glenn W. Hedlund has recently been named head of the department of agricultural economics at the Pennsylvania State College, succeeding Dr. Fred F. Lininger, who is now devoting his full time to his duties of vice dean of the School of Agriculture and vice director of the Agricultural Experiment Station.

Dr. Hedlund graduated from the University of Nebraska in 1930 and received his doctor of philosophy degree from Cornell University in 1936, where he has been a member of the teaching staff since September, 1930, except for short periods while on leave.

During the period from August, 1936, to July, 1937, Dr. Hedlund served as professor of agricultural economics at the University of Nanking, China, and in 1939 he served as a member of an agricultural investigating committee for the government of Bermuda.

For jaywalkers every year is leap year.



### Prices Paid for 4.0 % Milk

Weighted Averages, November, 1941

#### F. O. B. Philadelphia

Abbotts Dairies	3.06
Baldwin Dairies	2.99
Breuninger Dairies	3.09
Engel Dairy	3.15
Gross Dairy	3.01
Harbisons' Dairies	3.11
Hutt Dairies	2.72-2.80
Missimer-Wood-Narcissa	3.03
Scott-Powell Dairies	2.95
Supplee-Wills-Jones	3.07
Sypherd's Dairy	3.04
<b>F. O. B. Wilmington</b>	
Blue Hen Farms	2.79
Clover Dairy Company	2.87
Delamore Dairy	2.90
Fraim's Dairy	2.94
West End Dairy	2.90

### New Jersey Prices

F. o. b. market, cwt. of 3.5% milk.

	Class I	Class II	Class III
Nov.	\$3.37	\$2.22	\$1.45
Dec.	3.37	* 2.22	1.68

\*\$2.45, effective December 22

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

### Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission.

(Price orders in several Pennsylvania markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Average price New York 92-score butter

	Cents Per Pound	Nov.	Dec.
1-15	16-31	Monthly	
November	36.84	35.58	36.18
December	35.09	34.84	34.97

Class III Prices—4.0% Milk

MARKET	NOV.	DEC.
Areas 1 (Phila), 6, 11	\$1.55	\$1.50
Areas 4, 9	1.50	1.45
Areas 10, 14, 15 (Zone 2)	1.55	1.50
Wilmington	1.55	1.50

\* Class III price, Dec. 16-31—\$1.50.

† Class III price, Dec. 16-31—\$1.55.

‡ Comprises those parts of Chester and Montgomery Counties formerly in Area 6. Class III price Nov. 1-9—\$1.50.

The November average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

A blackout's a blackout and that goes in a poultry house just as surely as in a city. In other words, if blackouts are ordered those farmers who stimulate egg production by using lights during several of the normally dark hours must black them out, either by turning them out or covering all windows so no light can be seen from outside.

### Classification Percentages—November, 1941 PHILADELPHIA MARKETING AREA

	Class I	Class II	Class III	Bonus to "A" Producers
	Zone 1	Zone 2	III	68% of Prod.
Abbotts Dairies	78.87	1.83	17.30	2
Baldwin Dairies "A"	87.33	7.82	3.52	1.33
" " "B"	70.99	6.88	16.09	6.04
Breuninger Dairies	82.95	0	16.65	.4
Duncan's Dairies	x	87.83	12.17	0
Engel Dairy	87	0	13	0
Gross Dairies	76	0	24	0
Harbisons' Dairies	86	0	10	4
Hernig, Peter, Sons	82	0	18	0
Hill Crest Farms	x	91.98	8.02	0
Johnson, J. Ward	x	83.48	15.69	.83
Martin Century Farms	x	84.67	12.17	a
Missimer-Wood-Narcissa	52.27	30.34	16.44	.95
Nelson Dairies	x	77	16	7
Scott-Powell Dairies	66.50	6.25	24.25	3
Supplee-Wills-Jones	58.45	16.55	24	1
Sypherd's Dairy	82	0	10.7	7.3
Turner & Wescott	83	0	16	1
Wawa Dairies	x	77	17	6

### DELAWARE AND OTHER PENNSYLVANIA

	Class I	Class II	Class III	Bonus to "A" Producers
	I	IA	II	III
Blue Hen Dairies	73	x	21	6
Clover Dairy Co.	80.68	x	14.47	4.85
Eachus Dairy Co.	75	15	10	0
Everett Milk & Ice Cream	46.3	2.5	23.1	28.1
Fraim's Dairies	87.97	x	6.64	5.39
May's Dairy	70	1	2	27
Mt. Union S. Milk Co.	90	10	0	0
Penn Cress Ice Cream Co.	41.6	2.5	55.9	0
Chas. G. Waple, Dairies	86.9	8.6	0	4.5
Williamsburg Dairy	1-15	95	5	0
	16-30	94	6	0

### NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess	Bonus to "A" Producers
Abbotts Dairies	100	0	Balance	86% of norm
Castanea Dairies "A"	81	19		
" " "B"	90	10		
Scott-Powell Dairies	100	0	(b)	66.4% of norm
Supplee-Wills-Jones	100	0		

a Sales in Area 6—Class I, 2.69% @ \$2.90; Class IA, 0.47% @ \$2.33.

b 6% of "A" excess sold for school milk at special price.

x This Class does not apply.

### Feed Price Summary for December, 1941

Compiled by the Inter-State Milk Producers' Cooperative, Inc.  
from data supplied by a selected list of feed dealers

Ingredients	Dec. 1941	Nov. 1941	Dec. 1940	% Change Dec., 1941 compared with Dec. 1940
Wheat Bran	41.42	40.20	32.77	+3.03
Cottonseed Meal 41%	52.31	50.89	40.91	+2.79
Gluten Feed 23%	37.84	36.68	35.59	+3.16
Linseed Meal 34%	41.12	39.94	35.30	+2.95
Corn Meal	40.25	39.01	36.23	+3.18
Mixed Dairy Ration 16%	41.94	41.31	36.32	+1.53
" " 24%	49.22	47.48	39.00	+3.66
" " 32%	52.66	50.08	42.80	+5.15
Brewer's Grains	39.13	38.82	35.05	+1.80

**Correction**—The 4% price paid by Supplee-Wills-Jones at Chambersburg, for October milk, was \$2.70, instead of \$2.60 as reported last month.

"Not all the sad-eyed women loved and lost. Some of 'em got him!"

Tommy was listening to some of his sailor uncle's adventures: "You see, sonny, I always believe in fighting the enemy with his own weapons," said the uncle. "Tell me, Uncle Bill, how long does it take you to sting a wasp?"

—Widow.

### Prices 4% Grade "B" Milk (Prices quoted are f. o. b. Delivery point)

November Averages and November and December Schedules. (Explanatory notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price November	Class I Price Nov. & Dec.	Class II Price November	Class III Price December
Philadelphia Dealers	Philadelphia, Pa.	see page 6	*\$3.30	\$2.11	\$2.05
Wilmington Dealers	Wilmington, Del.	see page 6	\$3.09	2.11	2.05
Abbotts Dairies	Coudersport, Pa.	2.70	*2.70	2.03	1.97
" "	Curryville, Pa.	2.67	*2.79	2.04	1.98
" "	Easton, Md.	2.70	*2.88	2.06	2.00
" "	Goshen, Pa.	2.76	*2.95	2.06	2.00
" "	Kelton, Pa.	2.78	*2.97	2.07	2.01
" "	Oxford, Pa.	2.78	*2.97	2.07	2.01
" "	Port Allegany, Pa.	2.70	*2.70	2.03	1.97
" "	Spring Creek, Pa.	2.70	*2.66	2.02	1.96
" "	Richlandtown, Pa.	2.79	*2.94	2.06	2.00
Breuninger Dairies	Centerville, Md.	2.81	3.12	2.11	2.05
Centerville Producers' Co-op.	Springfield, Pa.	2.996	*3.10	a2.07	2.02
Duncan's Dairy	West Chester, Pa.	2.82	*2.96	2.07	2.02
Eachus Dairies	Everett, Pa.	2.34	*2.94	2.06	2.00
Everett Milk & Ice Cream Co.	Brandtsville, Pa.	2.80	*2.94	2.06	2.00
Harbisons' Dairies	Byers, Pa.	2.80	*2.94	2.06	2.00
" "	Carlisle, Pa.	2.80	*2.94	@2.06	@2.00
" "	Hurlock, Md.	2.74	*2.88	2.06	2.00
" "	Kimberton, Pa.	2.80	*2.94	@2.07	@2.01
" "	Massey, Md.	2.76	*2.82	2.05	1.99
" "	Millville, Pa.	2.69	*2.90	@2.07	@2.01
" "	Sudlersville, Md.	2.76	b2.96	1.84	b1.78
" "	Altoona, Pa.	2.75	*2.90	2.06	2.00
Harshbarger Dairy	Boiling Springs, Pa.	2.70-2.70			
Hernig, Peter, Sons	Greencastle, Pa.	2.93	*3.10	a2.07	2.02
Hershey Creamery Co.	Doe Run, Pa.	3.04	3.12	2.11	2.05
Highland Dairy Co.	Eddington, Pa.	2.50	b2.96	1.84	b1.78
Hill Crest Farms	Altoona, Pa.	2.375	*2.96	2.07	2.02
Hoffman's	Bedford, Pa.	2.475	*2.96	2.07	2.02
" "	Huntingdon, Pa.	2.95	3.12	2.11	2.05
Johnson, J. Ward	Woodlyn, Pa.	2.99	3.12	2.11	2.05
Martin Century Farms	Lansdale, Pa.	—	b2.96	1.84	b1.78
May's Dairy	Altoona, Pa.	2.93	3.12	2.11	2.05
Miller-Flounders Dairy	Chester, Pa.	2.89-2.89	*2.96	2.07	2.02
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.85	3.12	2.11	2.05
Nelson Dairies	Jeffersonville, Pa.	3.02	3.12	2.11	2.05
New York City Buyers	201-210 Mile Zone	—	3.12	2.11	2.05
Pebble Hill Farm	Doylestown, Pa.	2.31	b2.96	1.84	b1.78
Penn Cress Ice Cream Co.	Cresson, Pa.	2.66	*2.92	2.07	2.01
Scott-Powell Dairies	Clayton, Del.	2.70	*2.98	2.07	2.01
" "	New Holland, Pa.	2.74	*3.03	2.07	2.01
" "	Pottstown, Pa.	2.54	*2.76	2.05	1.99
" "	Snow Hill, Md.	2.84			
Sheffield Condensed Milk Co.	Rising Sun, Md.	—	c2.96	1.84	c1.78
Stegmeier, Clayton	Tamaqua, Pa.	2.67	*2.79	2.04	1.98
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.73	*2.87	2.05	1.99
" "	Chambersburg, Pa.	2.73	*2.81	2.06	2.00
" "	Hagerstown, Md.	2.75	*2.90	2.06	2.00
" "	Harrington, Del.	2.72	*2.85	2.05	1.99
" "	Huntingdon, Pa.	2.82	*2.99	2.07	2.01
" "	Leaman Place, Pa.	2.73	*2.87	2.05	1.99
" "	Lewistown, Pa.	2.73	*2.87	2.05	1.99
" "	Mercersburg, Pa.	2.76	*2.90	2.07	2.01
" "	Mt. Pleasant, Del.	2.73	*2.87	2.06	2.00
" "	Nassau, Del.	2.67	*2.79	2.06	2.00
" "	Princess Anne, Md.	2.76	*2.90	2.07	2.01
" "	Townsend, Del.	2.73	*2.87	2.05	1.99
" "	Waynesboro, Pa.	2.75	*2.90	2.06	2.00
" "	Worton, Md.	—	*3.10	a2.07	2.02
Swavelly, H. R. Dairy	Pottstown, Pa.	2.70			
Sylvan Seal Milk Co. (Del. only)	F. O. B. Farm	2.81	*2.97	2.07	2.01
Turner & Wescott	Glen Roy, Pa.	2.90	3.12	2.11	2.05
Walnut Bank Farms	Quakertown, Pa.	2.84	*2.96	2.07	2.02
Charles G. Waple Dairies	Tyrone, Pa.	2.77	3.12	2.11	2.05
Wawa Dairy Farms	Wawa, Pa.	—			

\*—A Class I-A Price of \$2.30 per cwt. of 4% milk applies in these markets.

\*—This price applies to that part of the Class I milk sold in Zone I of the Philadelphia Milk Marketing area—the price of that part of the Class I milk sold in Zone 2 being 18 cents less per hundred pounds.

@—This is the price Inter-State is insisting that the out-of-state receiving station buyers pay to members in order that the price be uniform both within and without Pennsylvania. As yet this has not been agreed to by the buyer.

a—November 1-9 prices; Class I—\$2.85, Class I-A—\$2.20, Class II—\$1.84.

b—Class I price Dec. 16-31—\$3.24; Class I-A, Nov. 1 to Dec. 15—\$2.20; Class II, Dec. 16-31—\$2.02.

c—Class I price Dec. 16-31—\$3.20; Class I-A, Nov. 1 to Dec. 15—\$2.20; Class II, Dec. 16-31—\$1.97.



## Secondary Market

### LANCASTER

At its regular monthly business meeting on December 15, the Lancaster Inter-State Milk Market Committee decided, because of increasing production costs, to petition the Milk Control Commission for a hearing at Lancaster for the purpose of increasing producer prices. This request has been granted and the hearing will be held in the Lancaster Court House, Court Room No. 2, at 10:00 A.M., January 6.

A hearing will be held on the New York marketing order, opening at New York City on January 7. This hearing was petitioned for by the bargaining agency and will consider new and higher price formulae and an enlargement of the sales area.

The schedule of classes, percentages and prices on which producers were paid for their milk going to New York during November follows:

Classes	Percentages	Prices
I	48.70	\$3.11
I Outside	6.20	3.02
I Relief	1.69	2.54
I Outside Federal	.02	3.15
II-A	15.38	2.925
II-B	2.19	2.655
II-C	3.11	2.415
III	18.89	2.315
IV-A	3.45	1.876
IV-B	.37	2.179

The blended price, after deductions and adjustments, was \$2.82 per cwt. for milk of 3.5 percent butterfat, f.o.b. 201-210 mile zone, the Lancaster price being \$2.855.

### WILMINGTON

Immediately following the approval of the price increase for the Philadelphia market, Floyd R. Ealy, manager of the Wilmington Inter-State Milk Market, contacted all Inter-State buyers in the market, requesting them to make the same advances in producer prices as are in effect in the new Philadelphia order. This was agreed to in every case and, effective January 1, the Class I price will be \$3.37 for 4 percent milk, while the Class II price will be increased by 13 cents and the Class III price by 5 cents per hundredweight over the old schedule.

While these increases are substantially less than were requested by Inter-State at the Philadelphia hearing they will help members in meeting the rapidly rising costs of production. Members are watching with interest the progress of the Federal order for the Philadelphia market, with the expectation that Wilmington prices will then, as in the past, increase on the same basis and at the same time.

The supply of milk in the Wilmington area continues rather short, especially among the smaller buyers.

It is probable that Inter-State will hold another banquet for New Castle County members. Watch for notice of time and place.

### SOUTH JERSEY

The Executive Committee of the South Jersey Inter-State Milk Market met on the afternoon of December 22 and the Advisory Committee the evening of the same day. Market Manager Floyd Ealy reported on the recent price increase in New Jersey, whereby the Class II price was increased from \$2.22 to \$2.45 per hundredweight of 3.5 percent milk f. o. b. the dealer's plant. The class III price for 3.5 percent milk was increased by 20 percent.

Under the new orders issued by Director of Milk Control Foran, no milk can be paid for in Class III during any month in which the dealer purchases fluid milk from other than his regular producers. And, also, no milk that leaves the dealer's plant in the form of fluid milk can be placed in Class III. Committee members reported that the norms of many shippers had recently been increased and the opinion was expressed that norms generally should be further increased for 1942.

It was decided that Inter-State banquets will be held in the South Jersey area in the near future. Members are urged to watch for notices of time and place.

### TRENTON

The Advisory Committee for the Trenton Inter-State Milk Market, as selected by Locals in the area, consists of Wm. J. Lauderdale, Lambertville, N. J.; Eugene Stapler, Yardley, Pa.; H. H. Fisher, Stockton, N. J.; W. R. Davison, Princeton, N. J.; M. Hubert Walton, New Hope, Pa.; Joseph D. Thompson, Titusville, N. J.; Reuben Van Horn, Stockton, N. J.; Albert Bowe, Columbus, N. J.; James B. Johnson, Pennington, N. J.; Frank McGill, Doylestown, Pa.; and Wilmer Wright, Newtown, Pa.

This committee met on December 2 and organized for the ensuing year, electing Wm. J. Lauderdale, president; Eugene Stapler, vice-president; and Henry Fisher, secretary-treasurer. These officers, together with M. Hubert Walton and Albert Bowe constitute the Executive or Sales



John was sixteen years old and Sparky was three days old when Mrs. W. Mackey Oyler, Chambersburg, Pa., snapped this interesting picture.

Committee. Frederick Shangle was retained as market manager. He can be reached at his office, 19 W. State Street, Trenton, each Tuesday morning and at other times by appointment.

Production has shown a slight increase in recent weeks. The market remains firm and steady in spite of this situation.

### Special Courses Open For Dairy Training

Short courses on agricultural subjects will be held by several agricultural colleges during the winter months.

On January 5 a two weeks' course opens at Pennsylvania State College, which will cover the composition and properties of milk and the testing of dairy products. On January 19 an ice cream makers' short course will open for two weeks of instruction, while a short course in market milk and milk control will open February 2, also for two weeks.

Pennsylvania State College also offers two other short courses, each of which opens on February 4 and will run for 4 weeks. One is in animal husbandry and the other in dairy farming. The dairy farming course must be completed before students may take training to become testers for dairy herd improvement associations, on which a special course will open March 4.

The College of Agriculture at Rutgers University, New Brunswick, N. J., offers a short course in milk testing from February 9-14 and is especially designed for those who plan to take the examination for a state milk testing license. A short course in ice cream making will be held at the same institution February 16-28.

The way of the world is to praise dead saints and persecute living ones.—Howe.

## In Time of Emergency!!!

What can the Dairy Council do for National Defense?

Why should we spend money for promotion and advertising in times like these?

These are two of the many questions that you may be asking about the Dairy Council. And there are answers to both of them.

A nation-wide nutrition education program is now under way, stimulated and directed by government agencies to correct the nutritional deficiencies of the country. Probably no one group has more to offer in this important movement than does the dairy industry.

As its contribution to the program, the Dairy Council has been able to serve in an advisory capacity, both nationally and locally, and has changed its own basic program to meet nutrition defense needs.

### A Nation-wide Program

At the National Nutrition Conference called by President Roosevelt in Washington last spring, the nation-wide nutrition program was developed under nine important divisions:

1. Research and national nutrition problems.
2. Economic policy, social responsibility related to nutrition.
3. Public health and medical aspects of nutrition.
4. Methods of education in nutrition.
5. Nutrition for workers in defense industries.
6. Professional education in nutrition.
7. Nutrition problems in distribution and processing of foods.
8. Community planning for nutrition.
9. Nutrition problems in group food service.

Looking over these divisions, it is easy to see that the Health Education program which the Dairy Council has been carrying on for the past twenty-one years enables it to fit into the national picture as perhaps no other organization can. Its work with public health and medicine, with methods of presenting nutrition education, with community planning for nutrition, with adult education, with nutrition problems in large scale feeding, and with research in nutrition has always been outstanding.

As an organization, the Dairy Council met the national emergency by sponsoring the Nutrition Institute to plan a nutrition program for Philadelphia. Throughout the

schools and in adult groups, its health education programs are being used by principals, teachers, and community leaders to tie in with national defense.

Individually, Council nutritionists contribute their bit to the defense of the nation. Miss Frances Hoag serves as a member of the National Nutrition for Defense Council, the Pennsylvania Nutrition for Defense Council, the Philadelphia Nutrition Council, and is state chairman of the Committee for Public Information on Nutrition. She was also program chairman for the Nutrition Institute and recently scored Navy diets for the Navy Cook Book.

### The Council's Contribution

Contributing to professional education in nutrition, she spoke to classes at the West Chester State Teachers College on "The Responsibility of Teachers to Organize Nutrition for the Schools." Miss Hoag, Mrs. Helen T. Crowley, and Miss Lucy Quaal have been teaching courses in Nutrition for Defense, Nutrition Emergency, and Group Feeding at adult education classes in suburban Philadelphia. Miss Quaal also does nutrition work with employees in defense industries.

Miss Mary Forman states that in her school and adult work she finds it easy to bring health and defense into everything she does. She is a member of the New Jersey Nutrition Council for Defense and chairman of the exhibits committee. Altogether, there is much that the Dairy

Council can do for national defense.

### Advertising An Asset

The second question, "Why should we spend money for promotion and advertising in times like these?" can probably best be answered by quoting Mr. Louis Ruthenburg, president of Servel, Inc., who recently stated:

**"The curtailment of advertising is not a reduction of current expense so much as the destruction of an asset built in the past."**

And as long as the Dairy Council continues to contribute so vitally to the national defense program, as long as it continues to build good will for the dairy industry, and as long as it keeps dairy products constantly before the public, it will have no other need to justify its existence in this great national emergency.

Food for Americans—food for the British—food in reserve for the hungry peoples of Europe. That's the triple challenge that faces American farmers as they wind up the 1941 crop year and begin to plan for 1942—Claude R. Wickard, Secretary of Agriculture.

"Mr. Brown, these are very small oysters you are selling me."  
"Yes, sir."  
"They don't appear to be very fresh, either."  
"Then it's lucky they're small, ain't it?"

## SCORE YOUR HEALTH

### DO YOU?

1. Take 1 pint of milk or its equivalent in 8½ ounces of evaporated milk or 2½ ounces of cheese every day?
2. Drink 6 to 8 glasses of water a day?
3. Eat a whole grain cereal or bread daily?
4. Eat two vegetables besides potatoes daily?
5. Eat one green or raw vegetable?
6. Have a citrus fruit (such as orange) or tomato daily?
7. Eat one additional serving of fruit daily?
8. Include butter at each meal (two tablespoons daily)?
9. Have eggs three times a week?
10. Have meat or other protein daily?

TOTAL

(Score yourself 10 points or less for each question. Total: 100)

80 to 100—Satisfactory Score.

70 to 80—Fair Score.

Below 70—Poor Score.



# Inter-State Legal Work

By A. Evans Kephart, Counsel

**I**N order to give a report of the past year's legal work it will be necessary for me to go back over some of the things concerning which I spoke to you last year, but which were not completed until after last year's meeting.

The first case on the list was one wherein a dealer claimed that the Milk Control Commission had no right to fix the price of milk used for manufacturing purposes. This was extremely important, because if the Commission did not have the right to fix this price, the dealer could pay producers anything he wanted to by merely adjusting his price for manufactured milk. This case was argued in the Supreme Court of Pennsylvania, and I argued on behalf of the Cooperative. The court was divided and ordered it reargued, after which a decision was handed down in our favor.

## The Consignment Case

Next was the consignment case, in which a group of Harrisburg dealers purchased milk on consignment, at prices below the Commission's prices and refused to post a bond to protect producers. Inter-State was not allowed to intervene and I was not allowed to argue this case. However, we did file a brief stating our position. Unfortunately the court handed down a decision contrary to us and the matter had to be corrected by the Legislature.

The next matter was the case of a producer who was laid off by his dealer for failure to meet the sanitary requirements of his market. The director from his District sent out a committee of three members of the Cooperative, one a delegate and two neighbors, to visit that producer's farm and check up on conditions, so as to make sure the producer was not being treated unfairly. They reported that he had not been. Since the money in the Cooperative's treasury is the money of all of you, and since the producer lost his market through his own fault in failing to comply with sanitary requirements, the Board of Directors felt he was not entitled to be paid, and they refused to pay this man for his loss. He brought suit against the Cooperative and we successfully defended that case.

There have been two or three other cases of a somewhat similar nature which have not gotten into court, but where an amicable settlement which the Board and management thought was fair was made.

Mr. Kephart gave this report of your Cooperative's legal work before the members and delegates at the annual meeting, November 24. Lack of space prevented including it in the December Review with the other reports.

Then there was a proceeding where a dealer went into bankruptcy. The Cooperative took over the claims of all producer-members and paid them off in full. Three or four non-members, however, lost considerable money. The Cooperative proceeded then to collect from the dealer what they could get on the basis of the producers' claims, and Inter-State was fortunate in getting a dividend from the bankrupt dealer. As a result of the procedure followed by the Cooperative in this matter, members involved and the Cooperative were much better off than they would otherwise have been.

With respect to legislation, I attended conferences on milk legislation in both New Jersey and Delaware. As far as Pennsylvania is concerned, I could not take part as Inter-State's representative on legislative matters.

## Numerous Minor Matters

There have been other small matters, too numerous to go into detail about, but which should be referred to. We have had conferences on the enforcement of milk control. I have approved the by-laws for districts during the past year. I have been consulted with regard to wage-and-hour laws, unemployment compensation taxation and insurance.

Last, but not least, the work of the legal department for the last three or four months has been one milk hearing after another, and for the last three weeks I have been attending the joint Federal-State hearing, which we expect will continue two or three weeks before it is finally finished. Everyone con-

nected with this case from the Cooperative has been on edge, and you will probably find us a bit nervous, because we have been in a fight lasting such a long time. There have been only two principal witnesses on the stand in almost three weeks, Mr. Hoffman and Mr. Willits, and they have been subjected to vigorous cross-examination by all the attorneys for the dealers, who number six or seven. However, we are staying in the fight to the finish and when it is over and an order issued, we expect to have a record that will stand up in court if the dealers take it there.

## Cost Facts are Needed

There is one problem which I wish this body of delegates to consider, and that is the question of spending such additional money as may be necessary so that the Cooperative will be properly prepared to go into these hearings from the standpoint of production cost information. Mr. Willits has done a wonderful job with the time and facilities he has had. He has practically been a superman, and I do not know what the Cooperative would have done without him. I do not believe you people realize the seriousness of the situation, but Mr. Willits cannot perform the impossible, and some money must be spent to develop statistical information for future hearings, otherwise you will not get the prices or price increases to which you are entitled. This is a problem for you to consider and to back the management on, and I believe it is the most important problem you have before you at this time.

The bored country judge recalled a witness. "My man," he said sternly, "You may yet find yourself charged with perjury. Only a few minutes ago you told the court that you had one brother, but your sister has sworn that she has two. Now—out with the truth."



"Enough is enough", these ducks seem to say as they march away from their pond. Picture sent by Alfred F. Davidson, New Castle, Delaware.

# Parity Formula Is Unfair Protest Its Use In Price Bill

**A** NEW price ceiling formula was urged before the Senate Banking and Currency Committee recently by Charles W. Holman, Washington, D. C., secretary of the National Cooperative Milk Producers' Federation, in testifying upon H. R. 5990, the Steagall price ceiling bill recently passed by the United States House of Representatives.

The new plan, Mr. Holman asserted, had been worked out by representatives of a number of farm groups after months of study and was designed to bring agriculture generally to a nearer level of equality with labor and industrial groups. It is a new emergency parity concept based upon an index composed in part of the things which farmers buy modified by the rate of wages of twenty million urban workers. Mr. Holman gave the new index a weighting of 70 for farm purchases and 30 for the rates of wages of labor.

"The present parity computation used by the Department of Agriculture," said he, "never allows a farmer to buy any more than he could buy before the first World War; and no farmer today wants his standard of living hitched to the horse and buggy days. The new plan takes into account the social and economic gains of the cities and makes some compensation to the farm people. Yet the scale of prices arrived at under the new plan while constituting a movable ceiling will not at any time inflict a hardship upon the consuming public."

Mr. Holman stated that labor's capacity to buy is now 181 percent more than it was before the first World War, while farmers are only receiving an increase of 35 per cent since that period. Illustrating the vast increase in labor's capacity to buy, he said that the average factory worker in 1919 could buy with one hour's work 4.6 pounds of bread, 0.7 pounds of butter, 0.7 dozen eggs, and 1.2 pounds of round steak. In November of this year the same amount of work was able to buy 10 pounds of bread, 2 pounds of butter, 1.7 dozen eggs and 2.2 pounds of round steak.

"Under such conditions talk of a natural and normal increase of agricultural prices under war conditions as leading toward inflation is not only silly but must be attributable to hysteria influences which are being used to force through the price ceiling legislation."

Opposition to this bill was ex-

pressed in a statement authorized on December 29 by the executive committee of the National Cooperative Milk Producers' Federation. The statement charged that treatment afforded farmers by the proposed legislation was unfair and the ceilings inadequate to afford proper compensation for the sacrifices which agriculture must make under war conditions.

The statement follows in part:

"We are opposed to the Steagall price ceiling bill (H.R. 5990) which is now being considered by the Senate Committee on Banking and Currency. Treatment afforded farmers by this proposed legislation is unfair. The ceilings called for are inadequate to provide proper compensation for the sacrifices which agriculture is willingly making under war conditions. The bill, if enacted, will bring about chaos in American life and ruin to many farmers."

## Increases Effective At Altoona and Tamaqua

A new price order became effective in the Johnstown-Altoona marketing area on December 16. Under this order the Class I price was raised from \$2.96 to \$3.24 per hundred pounds of 4 percent milk and the Class IA price from \$2.20 to \$2.30. The Class II price was raised approximately \$.23 and the Class III price \$.10 per hundred pounds. The hearing on which this order was based was held in early November and the prevue was held on November 26.

A price increase in the Pottsville area became effective on the same day, the Class I price being advanced from \$2.96 to \$3.20, IA from \$2.20 to \$2.30, the Class II price going up approximately \$.18 and the Class III price \$.05.

Retail price increases of one cent per quart, from 13 to 14 cents, were made effective in each market at the same time.

The Farm Credit Administration is urging present borrowers to make as rapid payments as they can out of current income against the days when payments may be harder to make.

Crop failures, because of low germination, are more likely with crimson clover than with any other commonly grown farm crop, says Forrest S. Holmes, Chief of the Seed Inspection Laboratory at College Park, Maryland.

## Institute of Cooperation Meets at Atlanta

Officials of the American Institute of Cooperation are putting finishing touches on the program for the 17th session of the Institute, scheduled for January 12-16 at Atlanta, Georgia.

The program subject matter will cover a wide range of topics, with stress falling on two main themes: The problems of cooperatives in the war economy, and the rebuilding of the agricultural South through cooperation.

Cooperative dairy leaders from points as far removed as Hartford, Connecticut, and Portland, Oregon, will participate in the conferences on cooperative marketing of dairy products. These conferences will stress problems in milk marketing as they affect farmer-owned cooperatives, with other features devoted to the progress of dairying in the South.

Problems of dairy co-ops in the nation's war-time economy will receive full discussion in the Wednesday dairy conference. "Problems of Priority and Diversion under the Defense Program" will be discussed by Henry W. Fienemann of Washington, D. C., with the National Cooperative Milk Producers Federation. George Irvine of Richmond, Virginia, secretary-treasurer of the Richmond Cooperative Milk Producers Association, will discuss milk shed supply programs, as affected by national defense. C. R. George of Marion, Indiana, manager of the Producers Creamery, is to talk on the selling of milk and milk products to Federal agencies.

The dairy conference on Monday, January, 12, will be devoted to outlines of significant membership services rendered by dairy co-ops.

## Good Pastures Furnish Cheap Feed

A study of 20 pastures in Maryland made by the Agronomy Department shows that it pays to fertilize this crop—and it is a crop.

Pastures receiving lime and fertilizer (mostly phosphate and potash) yielded 2½ times as much as the untreated. Average yields per acre were—treated, 4657 pounds of dry hay equivalent, and untreated, 1768 pounds. Stated another way, the treated pasture furnished herbage for 186 days, and the untreated 71 days.

The quality of the grass was better on the fertilized pasture. Analysis showed that both protein and mineral matter were higher. The cows indicated their preference by feeding most of the time on the fertilized portion. The average cost for lime and fertilizer was \$2.40 per acre.



## Farm Show Opens Doors Monday, January 19

PENNSYLVANIA's big agricultural event, the annual Farm Show, opens its doors to the public at Harrisburg on January 19 and will run from Monday to Friday of that week. It is too early to calculate the effect of the war program on the Show but it is certain that the usual high quality of the displays of livestock and farm products will be maintained, even though there is a possibility that the number of exhibits may be reduced slightly.

Heading the departments in the amount of prize money awarded is that of dairy cattle, with \$10,155. In addition, dairymen will compete for \$202 in prizes in the milk show.

Coincidental with the Farm Show there will be held meetings of numerous farm and dairy organizations. Of first interest to Inter-State members will be the annual meeting of the Pennsylvania Dairy-

men's Association scheduled for Thursday, January 22. This will be preceded by a banquet on the evening of January 21.

Inter-State members planning to enter the milk contest are urged to obtain entry blanks at once and to make plans for taking the samples on the proper date—Thursday, January 15—and to see that they are delivered to the Farm Show building so as to reach there the morning of Saturday, January 17.

The banquet will be held at the Camp Curtin Methodist Church, Sixth and Woodbine Streets, at which E. S. Bayard, editor of Pennsylvania Farmer, will be toastmaster. The banquet will include entertainment, awards and a talk by a guest speaker to be announced.

The Dairymen's meeting includes, in addition to brief reports by the officers, an address at the morning's session, "The Dairy Outlook" by Dr. G. W. Hedlund, head of the Agricultural Economics Department, Pennsylvania State College. Another feature of this program is a discussion of "Dairy Problems In Our War Economy" by Dr. T. G. Stitts, chief of the Cooperative

Research and Service Division, Farm Credit Administration.

The afternoon session will include the business meeting, with action on resolutions and election of officers for the ensuing year. Another feature will be a talk "What Makes The Price Of Milk" by Dr. Leland Spencer of Cornell University.

Both the forenoon and afternoon sessions on this day will be held in Room A of the main Show building.

### Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during November, 1941.

Farm Calls	856
Non-Farm Calls	253
Butterfat Tests	4476
Plants Investigated (first half Nov.)	9
(second half Nov.)	35
Herd Samples Tested	372
Brom Thymol Tests	290
Microscopic Tests	198
Membership Solicitations	86
New Members Signed	7
Local Meetings	26
Attendance	452
District Meetings	13
Attendance	223
Committee Meetings	9
Attendance	95
Other Meetings	10
Attendance	955

## New Jersey Dairy Day, Jan. 29

DAIRY and livestock day during New Jersey Agricultural Week will be Thursday, January 29, with the sessions being held in the Veterans' Room of the War Memorial Building, Trenton. Unfortunately, New Jersey is unable to hold a Farm Show in connection with their Farm Week as the armory, used for this purpose in previous years, is being used regularly for army purposes at the present time and no other suitable place is available.

The Dairy Day program opens at 10:30 A. M. and will continue through the forenoon and afternoon, with a banquet at the Stacy-Trent Hotel on the evening of January 29.

The morning program includes a discussion of "Home-Grown Replacements as a Factor in Herd Health," by Professor A. I. Mann, University of Connecticut, and "Calfhood Diseases and Their Control," by Dr. M. G. Fincher, Cornell University.

The afternoon program includes a discussion of "The Dairy Industry In a Changing World" by Col. Benjamin F. Castle of the Milk Industry Foundation; "Suggested Revision In State Creamery Law" by Professor J. W. Bartlett; "Selling Milk In A Nation At War" by Milton Hult, president of the Na-

tional Dairy Council; and "Duplicate Inspection of Dairy Farms and Milk Plants" by Dr. C. I. Corbin, vice-president of Sheffield Farms.

There will also be a discussion of the possible extension of the New York Metropolitan Milk Marketing Area so as to include northern New Jersey. A report of the New Jersey Health Officers Association on the milk regulation program will conclude the afternoon session.

The dairy banquet will feature a talk on "The Dairy Picture of New Jersey" by Colonel Arthur F. Foran, Director of Milk Control, and a humorous address by Hon. Dewey Short, Congressman from Missouri. Special awards will be made to winning 4-H dairy club members at this banquet.

Many dairymen will also be interested in the Wednesday, January 28, program which will be devoted to livestock and crops. Erosion control, fertilizers, cropping systems and roughages in the dairy ration will be subjects of talks by specialists.

The State Board of Agriculture holds its annual meeting on Monday evening, January 26, and the State Agricultural Convention meets on Tuesday, January 27.

### Price Appeal Withdrawn By West Chester Dealers

Through the efforts of Inter-State an appeal from the order affecting Zone 2 of Area 15 (parts of Montgomery and Chester Counties, including the West Chester section) has been recalled, and the prices established for that area, at least as far as the West Chester market is concerned will remain in effect.

Order A-76, which became effective November 10, provides a price of \$3.10 for Class I milk. Eight dealers in the area appealed to the Dauphin County Court, protesting this price. This appeal was later followed by a supersedeas affecting seven of the dealers, whereby the court permitted the dealers to pay \$2.96 for their Class I milk, pending the outcome of the appeal.

Inter-State, through direct action with the appealing West Chester dealers, pointed out the complications that the appeal would cause, the unfairness of it and the fact that competitive conditions justified payment of the full price for this milk. On the basis of this request by Inter-State the two dealers in the West Chester market withdrew from the appeal action and producers supplying these dealers are being paid the full \$3.10 Class I price for 4 percent milk since the effective date of this order, November 10.

The Class IA, II and III prices were not included in either the appeal or the supersedeas.

### New Jersey Prices Raised On Class II and III Milk

Recent price orders issued by New Jersey's Director of Milk Control, Arthur F. Foran, have raised the prices of Class II and Class III milk. The Class III price of 3.5 percent milk is now four times the month's average price of New York butter, plus 20 percent. This price became effective on December 1 and is a 20 percent increase over the price previously in effect.

A new order raised the price of Class II milk from \$2.22 to \$2.45 per hundred pounds of 3.5 percent milk, effective December 22.

Another order, also effective December 22, requires that during any month in which a dealer buys milk from other than his regular producers no milk can be paid for at less than the Class II price, and also that no milk can be classified as Class III milk if it leaves the plant of a dealer or processor in the form of fluid milk.

These orders were issued as the result of testimony taken at a public hearing held on November 26, at which Inter-State insisted on higher prices for milk used for manufactured purposes, especially for ice cream.

## BEACON TEST COW RATION

helps Guernsey cow make

## TWO CONSECUTIVE 1000 Pound Fat Records!



SUPERB'S FAITHFUL 410579 Daughter of Old Mixer Faithful, her outstanding production records are a splendid example of what can be accomplished with good breeding and good feeding.

In 1940, Superb's Faithful, owned by the Foremost Guernsey Association of Hopewell Junction, New York, finished a 365-day lactation of 19,678.7 pounds of milk and 1077.4 pounds of fat—a new Class AA World's Record!

She repeated with an amazing butterfat production again in the year closing November 1941. Official reports received from the American Guernsey Cattle Club show that she has again—for the second consecutive year—topped the 1000-pound mark with 1036.4 pounds of fat, thus becoming the first and only Guernsey ever to make two 1000-pound fat records!

Both these records were made on Beacon Test Cow Ration—convincing proof of its high nutritional qualities. But they are far from the first such proof. Year after year, this feed has supported outstandingly high production on cows of every breed. To date, it has helped to establish five World's Records!

### A HIGH PRODUCTION FEED DESIGNED FOR YOUR HERD

Even though it has helped make many records, Beacon Test Cow Ration is not a so-called "contest feed." It is designed for your herd and for the feeding problems you encounter. It is a high-production feed—but it neither forces nor over-stimulates milk production. Instead, it helps build up the cow's flesh, body reserves and health so that she naturally reaches and holds a higher production level—both in present and in succeeding lactations.

Why not start your cows now on this safe, high-production feed? Join the thousands of progressive dairymen who have chosen Beacon Test Cow Ration as the standard feed for their herds. Get your supply today at your local Beacon dealer's.

The BEACON MILLING CO., Inc.  
Cayuga, N. Y.



The BEACON System — a proved feeding plan for the entire life cycle of the dairy cow.

Income tax returns must be filed by March 15 whether a tax is due or not. Penalties are severe for failure to file a return.

### Up-to-the Minute Milking

at Welcome LOW Prices

FORDS MILKERS



Most modern natural action, extreme ease of cleaning, SIMPLIFIED design—make FORDS your money's best buy. No pipelines, quickly installed in any type barn. Full line, gas or electric powered. Every material the finest, fully guaranteed. Get complete details NOW!

Easy Payments WRITE TODAY

MYERS-SHERMAN CO., 1312 E. 12th, Streator, Ill.

## Cash Prizes

For Winning Pictures in the

## REVIEW PICTURE CONTEST

Prizes—

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to—

Members of the Inter-State Milk Producers' Cooperative and their families.

### Requirements—

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture.
4. Identification of sender.

(Unused pictures will be returned)



# Industrial and Farm Wages

**G**REAT disparity now exists between wages paid farm laborers and those paid industrial workers. On October 1, in the Northeast, farm wage rates with board ranged from a low of \$2.10 per day in Maryland to \$2.65 in New Jersey, while month rates with board included ranged from \$34.75 in Pennsylvania to \$45.00 in New Jersey, according to the Farm Labor Report of the USDA Agricultural Marketing Service. These wages ranged from 22 to 53 percent higher for day help and from 23 to 30 percent higher for month help than the rates paid one year earlier. Even with these tremendous percentage increases, farm wages have not come anywhere near the high national average of 77 cents per hour or \$32.89 per week, without overtime extras, being paid factory wage earners in mid-October, as reported recently by the United States Department of Labor.

Total employment as of October, 1941, was nearly 52 million, or 3 million more than one year earlier. This tremendous increase took place entirely in non-agricultural employment because agricultural employment was reduced by 340,000 employees during the same period, thus indicating that industry is drawing heavily on farm labor, according to reports of the USDA.

**Supply of farm labor** expressed as a percentage of demand showed that on October 1 of this year the Pennsylvania supply was only 57 percent of the demand; New Jersey, 58 percent; Maryland, 55 percent, and in Delaware, only 49 percent of demand. This situation has caused an acute farm labor problem in the Philadelphia milk shed.

Inter-State conducted an extensive farm labor survey in its production territory, which revealed that from February, 1941, to October, 1941, monthly cash wages to farm laborers in the "Inter-State" area of Pennsylvania, New Jersey, Maryland and Delaware had been increased by 23.4 percent in that 8-month period. It was also found that on October 1, the number of persons employed per farm was 1.5 as compared with a normal employment of 1.8 for that time of year. Of those persons who left farm employment it was found that 74 percent left because they could get higher pay elsewhere and 11.5 percent left because they were generally dissatisfied.

**Farm labor replacement**, it was revealed, came from two principal sources; 55 percent from the use of more family labor and 42 percent

through new employees. Of those workers who left their employers, only 27 percent continued in farm work, the remainder going into industrial plants, military service or other non-farm work.

It is expected that future farm labor replacements will be increasingly difficult to obtain, to which three main alternatives are available: (1) Increase farm wage rates to a level in keeping with industrial rates in order to keep skilled and semi-skilled workers on the farm. (2) Rely on either younger or older persons to replace present help. (3) Curtail farm operations to the point where the farm operator and his family can carry on the work. None of these methods will be satisfactory. The first will entail immense cost, the second one will tend to lower sanitary production standards and the third will tend to curtail production.

As yet, these conditions have not adversely affected the trend in milk production. Total production per dairy continues an upward trend while the number of producers in the market is diminishing. November milk shipments from farms supplying a representative group of Philadelphia distributors averaged 233 pounds per day per shipper as compared with 217 pounds in November, 1940. The number of producers shipping to these dealers was reduced from 4860 a year ago to approximately 4700 in November of this year. However, this net increase in production has not been any more than sufficient to fulfil the needs of this market resulting principally from the increased demand due to higher incomes of consumers in the area.

According to the November Milk Industry Foundation report, fluid milk sales increased 3.46 percent over a year ago in 152 United States markets, this being the 16th successive month for which increased fluid milk sales have been reported. Milk company payrolls advanced 11.4 percent and employment increased 3.16 percent over November, 1940.

**Production of manufactured products** continues to be quite heavy and is apparently in line with the request of the USDA for more milk. Most of the increase has been diverted into evaporated milk and cheese.

**Evaporated milk** production in November was up 124 million pounds over November, 1940, an increase of 92 percent. The 11-month total output was 2,879 million pounds, or 24 percent more than the production for the comparable 1940

period.

**American cheese** production advanced 44 percent in November, 1941, over November, 1940, and the 671 million pounds produced in the first 11 months of 1941 was nearly 19 percent ahead of the 1940 period.

**Creamery butter** production was down 2 percent from November, 1940, while the production for the 11-month period showed a gain of 4.3 percent. Production of dry whole milk in November this year was up nearly 2 million pounds and the production of dry skimmilk was 1.4 million pounds less than the 22.3-million-pound output in November, 1940.

**Storage supplies** are generally high. Stocks of evaporated milk on December 1 totalled 418 million pounds or 85 percent more than on December 1, 1940. Stocks of American cheese on December 1, 1941, totalled 158 million pounds as compared with 119 million pounds a year earlier, while storage holdings of creamery butter on December 1 totalled 153 million pounds, which was more than twice the December 1, 1940, supply of 68 million pounds.

**Stocks of dry milk** products are generally lower than last year, the December 1 stocks of dry whole milk totalling 6.2 million pounds or about 1.6 million pounds more, while the supplies of dry skimmilk were approximately 18.7 million pounds, compared with 36 million pounds a year ago. Stocks of dry buttermilk were about 4.2 million pounds, approximately 2 million pounds less than last year.

**Dairy product prices** are considerably higher than one year ago. Cheese prices in November were from 6 to 7 cents per pound higher while dry skimmilk prices had increased from approximately 6.5 cents to 12.1 cents per pound in one year's time. The dry whole milk price increased from about 16 cents to over 23 cents per pound while the dry buttermilk price was up about 3.6 cents per pound over last year.

**Evaporated milk** in case lots in November was quoted at \$3.67 per case as compared with \$2.91 in November, 1940. Prices paid farmers by evaporators were reported as averaging \$2.16 per hundredweight of 3.5 percent milk as compared with \$1.52 one year earlier. The New York 92-score butter price averaged 34.97 cents per pound in December, as compared with 34.86 cents in December, 1940. These comparisons indicate that the greatest increase was in the value of milk solids other than butterfat.

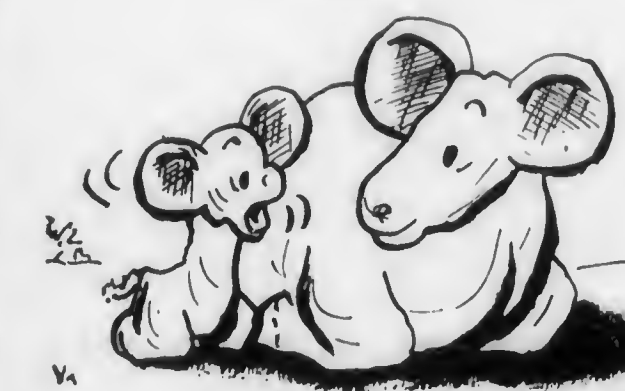
The Class II price in December

is \$2.05 per hundredweight of 4 percent milk, f.o.b. Philadelphia, as compared with the milk equivalent value of \$2.25 for Newark and Lower Merion Township approved cream on the open market, not taking into account the cost of processing or the value of skimmilk. As of January 1, the Philadelphia Class II price is being increased 13 cents per hundredweight.

**Fluid milk prices** in city markets have continued their upward trend during December, but less rapidly than in previous months, according to the USDA, which reports "Of 109 markets covered, 21 reported prices higher than in the preceding month compared to 31 markets reporting rises in November, 37 in October and 24 in September." Among markets reporting increases were Worcester and Fall River, Massachusetts; Manchester, New Hampshire; Hartford and New Haven, Connecticut; Burlington, Vermont; Albany New York; Wheeling, West Virginia, and Tampa, Florida. In the Central-West, prices were increased at Fort Wayne and Elkhart, Indiana; Burlington, Iowa; Grand Rapids, Michigan; St. Louis, Missouri; Dallas and Ft. Worth, Texas. Seattle, Washington, also reported a Class I price increase.

DECEMBER, 1941, BUTTER PRICES			
92 Score, Solid Pack			
Date	Philadelphia	New York	Chicago
1	35 3/4	34 3/4	34 1/2
2	35 3/4	35 1/4	34 1/2
3	35 1/2	34 3/4	34 1/4
4	35 1/2	34 3/4	34 1/4
5	35 1/2	34 3/4	34 1/2
6	—	—	—
8	35 3/4	35 1/4	35 1/4
9	36 1/4	35 1/4	34 3/4
10	35 3/4	35 1/4	34 3/4
11	35 1/2	35	35
12	35 3/4	35 1/4	35
13	35 1/2	35	35
15	35 1/2	35	35
16	35 1/2	34 3/4	34 1/4
17	35 1/2	34 3/4	34 1/4
18	35 1/4	34 3/4	34 1/4
19	35 1/4	34 3/4	34 1/4
20	35 1/4	34 3/4	34 1/4
22	35 1/4	34 3/4	34 1/2
23	35 1/4	34 3/4	34
24	35 1/4	34 3/4	34
26	35 1/4	34 3/4	34 1/4
27	—	—	—
29	35 1/2	35	34 1/2
30	35 1/2	35	34 1/2
31	35 1/2	35	34 1/2
Average	35.50	34.97	34.56
Nov., '41	36.76	36.18	35.75
Dec., '40	35.66	34.86	34.19

"Why did you quit smoking?"  
"Because it looks so darn ef-feminate."



"Say, Mom, when I get big will you be able to work me into a job supplyin' milk to the same dairy along with you?"

**A Calf is its Only Rival**

**FAST...SAFE...THOROUGH**

At last, after over a quarter century of experience, Universal has perfected "Calf Nose" milking — with a remarkable new teat cup that duplicates the natural sucking, massaging action of a calf's mouth with amazing accuracy. Milks fast and dry — is gentle and safe — cows take to it at once.

**Write** for full details about "Calf Nose" milking and name of your nearest Universal dealer.

## Universal

### Calf-nose MILKING

**Now Available in All Universal Milkers**

Short tube, standard or portable milkers — ALL with the famous Universal features of low vacuum, dependable action, lifetime construction and sanitary, easy-to-clean design — and sensational new "Calf Nose" milking. Universal is the only COMPLETE line of milkers with ALL these important features. Get set to produce MORE milk with LESS help this year and for years to come. Find out about the new Universals.

**THE UNIVERSAL MILKING MACHINE CO.**  
Department IMP. • Syracuse, N. Y.

## Milk Control Commission Schedules Eight Hearings

A new series of hearings is being held by the Pennsylvania Milk Control Commission for consideration of prices to be paid producers for milk, prices to be charged consumers and the boundaries of the various milk marketing areas. The first of these hearings was held at Williamsport on December 22 and applied to Milk Marketing Area 13. A hearing at Erie for Area 7 was held on December 23 and a hearing at Scranton for Area 5 on December 30.

Hearings have been scheduled for Harrisburg to consider the Harrisburg Marketing Area No. 8, on January 5; at Lancaster to consider the same subjects for the Lancaster Area, No. 14, on Tuesday, January 6; and a hearing at York for Area 12, on the same day.

Two hearings are also being scheduled for Wednesday, January 7, one at Reading to consider prices in Area 15 and the other at Allentown to consider prices in Area 6.

The Lancaster hearing is being held in Court Room No. 2 of the Lancaster County Court House, beginning at 10:00 A.M. Inter-State will be represented at this hearing and will request a price schedule for producers supplying the Lancaster market in line with the request made of the Milk Control Commission at the October hearing for Philadelphia and also, as far as prices are concerned, in line with the request made at the joint Federal-State hearing which was concluded in Philadelphia on December 5.

A public hearing covering the same subjects will be held in West Chester on January 8.

## Horace F Temple

INCORPORATED

### PRINTER

WEST CHESTER, PENNSYLVANIA

## Meeting Calendar

January 8—District 25 dinner meeting—Community Association Hall, Smithsburg, Md., 11:15 A.M.  
January 9—District 26 dinner meeting—Central Presbyterian Church, Chambersburg, Pa., 11:15 A.M.  
January 12-16—American Institute of Cooperation—Atlanta, Ga.  
January 13—District 1 dinner meeting—Keystone Grange Hall, Trappe, Pa., 11:30 A.M.  
January 14—District 17 dinner meeting—Plumstead Grange Hall, Plumsteadville, Pa., 12:00 noon.  
January 15—District 8 dinner meeting—Lyndell Grange, time to be announced.  
January 19-23—Pennsylvania Farm Products Show—Harrisburg, Pa.  
January 20—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.  
January 22—Wilmington Inter-State Milk Market Committee—Newark, Del.  
January 27—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.  
January 27—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.  
January 27-30—Annual New Jersey Agricultural Week—Trenton, N. J.  
March 3-4—Annual Meeting—Northeastern Dairy Conference, Washington, D. C.

"How did you make your neighbor keep his hens in his own yard?"  
"Oh, one night I hid half a dozen eggs under a bush in my garden, and the next day I let him see me gather them."





*I Found a Way to  
Raise Heifers at 1/5  
of the Usual Cost!*

*Many Dairymen  
have found that raising  
calves on a costly  
milk diet is poor business*

**DISTRIBUTED—  
Exclusively  
BY MILK  
COMPANIES  
AT COST  
TO  
PATRONS**



**Mutual** Milk-Food Compound is the dairymen's answer to raising healthy calves economically. Feed Mutual instead of costly milk. One \$3.30 pail will save you 1200 pounds of whole milk, and raises two calves to six weeks of age. Mutual is a milk-food compound that is dissolved in water and fed like milk—the natural way. Start baby calves when milk is free of colostrum. Cut herd replacement costs, and improve your herd with Mutual at one-fifth the usual cost.

**MILK FEEDING RESULTS GUARANTEED**

**ORDER A PAIL OF MUTUAL FROM YOUR MILK PLANT**

**MUTUAL PRODUCTS CO., Minneapolis, Minnesota**

#### **We Eat More Ice Cream**

Estimates on 1941 ice cream consumption indicate an increase of 19 percent over the per capita consumption of 1940. The National Dairy Council reports that the average consumption of ice cream per person during the year just closed is approximately 10.61 quarts—the highest on record. This is more than double the 4.72 quarts eaten in 1933.

The North Atlantic States had the highest consumption, with the East North Central States second. Production actually reported in 1940 was approximately 310,000,000 gallons.

Customer: "Have you anything for gray hair?"

Conscientious Druggist: "Nothing, madam, but the greatest respect."

#### **Civil Service**

The United States Civil Service Commission has announced examinations for the position of assistant marketing specialist and marketing specialist. Another examination is also being held soon for supervisors of grain inspection.

Full details may be obtained by writing the Civil Service Commission at Washington, D. C. Applications are due by February 16.

## **INTER-STATE Milk Produce**

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXII

Philadelphia, Pennsylvania, February 1942

No. 10

Library.  
Dept. of Agr. Economics.  
Cornell University.  
Ithaca, N. Y.



**Ice Box Raiders**



# Federal Order Announced

## Now In Tentative Form—May be Redrafted

**EDITOR'S NOTE:** We are giving here a brief discussion covering some of the high points of the "tentative proposed marketing order" for the Philadelphia market. It is important to keep in mind that the proposal as it now stands is subject to change before being offered to producers for approval, and therefore this discussion must be considered as preliminary. It seems reasonably certain that the order as finally written will follow fairly closely the proposal herein discussed.

ON JANUARY 24 a press release from the Surplus Marketing Administration at Washington stated that the tentative proposed order for the Philadelphia market had been prepared and would be published in the Federal Register on January 27. This document is the product of the extensive and involved hearing held jointly by the Dairy Division of the USDA and the Pennsylvania Milk Control Commission from October 23 to December 5.

The present proposal is strictly tentative and all interested parties were supplied a copy of it, with the privilege of filing exceptions or objections on or before February 6.

Following receipt and study of any exceptions which may be filed with the Surplus Marketing Administration a proposed order will be prepared and submitted to producers for their approval. Incidentally, the same plan will be offered to milk dealers in the form of an agreement for their signature.

### Would Give Reasonable Return

The "findings," as reported by the Surplus Marketing Administration, state that the prices set in this order will give a reasonable and fair return to producers; that the milk covered in the area defined by the order is in the current of interstate commerce or directly affects and burdens milk that is in interstate commerce and, therefore, would be subject to regulation; and that the conditions in the market are such that the issuance of an order to regulate and control the market "will tend to effectuate the declared policy of the Act."

The marketing area as set forth in this tentative proposed order would cover, roughly, Zone I of Area I, as established by the Penn-

sylvania Milk Control Commission. It would include the city of Philadelphia and the more heavily populated adjacent areas in Delaware and Montgomery counties.

### "Producer" Is Defined

Another definition included in the tentative proposal is that of "producer" and, in effect, the order would set and regulate prices to be paid producers shipping directly to plants that sell Class I milk in the marketing area and to a specified list of plants, mainly receiving stations operated by Philadelphia handlers. Provision is also made to regulate under certain conditions prices and payments to producers who may supply milk temporarily.

The definition of a "handler" includes any person who engages in the handling of milk which is disposed of in the marketing area. This, of course, would include handlers whose plants are outside the marketing area but who sell milk within the area.

Two classifications are provided in the tentative proposed order; Class I would include all milk "sold, distributed or disposed of as or in fluid milk, including skim milk and flavored milk drinks, containing not more than 16 percent butterfat," and all other milk not accounted for as Class I.

Class II milk, therefore, includes all milk sold or disposed of as cream, ice cream or manufactured dairy products.

This proposal would also set up rules for the classification of any milk which may be bought from other dealers or procured from other milk plants, or which may be sold to other dealers or handled through other milk plants, thereby protecting producers supplying the marketing area in their classifications and prices.

### Class I Price Would be \$3.70

The Class I price provided is \$3.70 per hundred pounds of 4 percent milk, f.o.b. the market, which is exactly the price requested by Inter-State at the hearing. The Class II price would be determined by a combination of the value of cream in the open market at Philadelphia and the value of dry skim milk on the open market and sets forth in detail the formula to be used in determining that price. Under the proposed formula the Class II price in December would have been \$2.44.

The method of determining prices

f.o.b. receiving stations for Class I and Class II milk is also set forth in the proposal. The differentials between the proposed receiving station and f.o.b. market prices are approximately the same as under Order A-79 of the Pennsylvania Milk Control Commission, which would give producers shipping to receiving stations about the same increase per hundredweight as direct shippers.

The tentative proposed order also outlines the types of reports which handlers must make to the market administrator and, of course, it provides for the appointment of a market administrator and sets forth his duties in enforcing the terms of the order when made effective.

### "Handler Pool" Plan Continued

The market administrator would be required, under the tentative proposed order, to compute and announce the uniform price to be paid by each handler each month. This would be under the "individual handler pool" arrangement such as has been in effect in this market under the Pennsylvania Milk Control Commission and as was requested by Inter-State at the hearing.

The proposal also asks for an advance payment on or before the 25th of each month and final settlement for each month on or before the 15th day of the following month. Payments to producers would be continued on the basis of 4 cents per point differential according to butterfat test.

*We are unable to state when the proposed order will be announced in its final form. As soon as it is available we shall at once make available to Inter-State members the essential points in the order, especially as to prices, classifications, and the definitions of "marketing area," "producers," and "handlers." You may be assured that this information will contain all points necessary in properly judging the merits of the proposed order.*

Sven: "Ollie, it's not true about the Irish being such good fighters." Ollie: "Why do you say that?" Sven: "Well, last night my cousin and I and two other fellows nearly knocked an Irishman silly."

Ambition is the spark that lights the motor of determination.

# District Dinner Meetings

## Arouse Growing Response Among Members

DISTRICT dinner meetings are now in full swing over Inter-State territory. Leading off the 1942 schedule was the District 25 dinner and meeting held at Smithsburg, Md., January 8, and the District 26 dinner and meeting at Chambersburg, Pennsylvania, on January 9. In all, nine dinners were held during January and four more are being held during the first week of February.

The members of District I met at Trappe on January 13, those in District 17 at Plumsteadville on the 14th, and District 8 at the Lyndell Grange Hall on January 15. The Cochranville, Kemblesville-Landenberg and Oxford locals of District 11 met at Oxford on January 27, and the Quarryville and Southern Lancaster locals of that district at Little Britain on January 30. The two dinners were necessary in order to accommodate the entire district. District 13 also found two dinner meetings necessary, holding both on January 29, the Marklesburg and McConnellstown locals meeting at a country club near Huntingdon at noon, the remainder of the district at Huntingdon in the evening.

### Two Dinners in District 20

Members of District 20 also found it necessary to hold two meetings in order to accommodate members and friends planning to participate. The Port Matilda and Sinking Valley locals are meeting at Duncansville on the evening of February 3rd, and the remainder of the district at Sinking Valley at noon of the same day. The District 19 dinner meeting is being held at Chestertown, Md., February 5, and the District 15 dinner meeting at West Chester on the same date.

O. H. Hoffman, Jr., Inter-State's General Manager, appeared on the program of each of these meetings, except District 15, discussing with the members the work of Inter-State during the past year and outlining the program and plans for the next several months. He stressed the great amount of work done by the Cooperative on Legislative matters, especially concerning the amendments to the Pennsylvania Milk Control Act. In this connection he pointed out that the consignment decision by the Supreme Court left the Control Act generally weak and, he told the members, it is Inter-State's position that as long as we have milk control, our control law should be as strong as

possible and so written as to be helpful to dairymen.

The steps leading up to Inter-State's request for a Federal order for the Philadelphia market were outlined in detail. It was shown clearly how Inter-State was left no choice but to request the Federal order. It was emphasized that in making this request, and in working out the proposal presented by Inter-State, three major considerations were kept in mind, as follows:—

### Federal Order Discussed

(1) A price for each class of milk in keeping with conditions which would give a blended price at least equal to the cost of production for average producers. (2) Uniform prices for milk similarly situated over the entire milk shed without regard to State lines. (3) Uniform and strict enforcement with competent auditing of all dealers' records of purchases and sales.

Additional details concerning the request for the hearing, the hearing itself and the proposals of Inter-State as presented at the hearing were also discussed with the members.

Each meeting was also featured by reports of officers of the District, and of delegates to the annual meeting at Philadelphia. In every instance, following the discussion of the market situation and Inter-State's request for a Federal order, the members present gave a hearty vote of approval to the directors, supporting the stand taken in requesting a Federal order.

### Welty on Programs

B. H. Welty, Inter-State's president was also on the program at several meetings and discussed certain other phases of Inter-State's work, especially legislative matters and work in cooperation with other farm organizations.

Horace K. Martin, director from District 7, was on the program at the District I meeting and F. P. Willits, Jr., Inter-State statistician, spoke on market conditions and related subjects at the District 17 dinner meeting. I Ralph Zollers, secretary-treasurer of Inter-State, spoke to the members and guests attending the two dinners in District 13. Dr. E. L. Nixon, formerly of Pennsylvania State College, gave a talk at the District 8 meeting.

Entertainment was furnished at several meetings by Dudley Winter, Inter-State fieldman, with his slight-

of-hand performances. The work of the Philadelphia Inter-State Dairy Council in promoting the use of milk was portrayed at some of the meetings by members of the Council's staff.

The Directors, at the meetings in their respective districts, discussed the work of the Cooperative and some of the activities carried on within their own areas.

At the 9 meetings held in 7 districts in January, there was a total attendance of 1272 persons. The two dinners in District 13 had a total of 453 guests and the two in District 11 had 252. Attendance in District 1 was 105; District 8, 85; District 17, 187; District 25, 110 and District 26, 110.

To mention a few of the high spots, Norman Huyett, Huntingdon, read some of his own farm poetry. Dr. Kenneth Hood of Pennsylvania State College also appeared on these programs. The New Britain meeting, District 11, featured the state champion 4-H demonstration team, under supervision of Assistant County Agent M. M. Smith. Ruth Baker and Lewis Shoemaker comprise the team.



Norman Collins, Jr., not yet 2, is at one end of the rope and (you'll have to believe us) his horse "Lady" is at the other end. Norman Collins, Middletown, Delaware, sent the picture.

A special emblem designed by Walt Disney, showing an American eagle poised on guard above a cargo ship, will identify United States food products wherever they are sent throughout the world. The use of the emblem will be voluntary by processors and packers and will be applied to the package.



## INTER-STATE MILK PRODUCERS REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phone, Walnut 3040-3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

### Inter-State Milk Producers' Cooperative

Incorporated  
401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

F. P. Willits, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Assistant Treasurer  
O. H. Hoffman, Jr., General Manager  
F. P. Willits, Jr., Statistician  
A. Evans Kephart, Counsel

**Directors, 1941-42**  
District  
1. Alvin K. Rothenberger, Worcester, Pa.  
2. Frederick Shangle, Trenton, N. J. R. 2  
3. Wm. H. Holloway, Newark, Md.  
4. J. W. Keith, Centerville, Md.  
5. Fred W. Bleiler, New Tripoli, Pa. R. 1  
6. H. K. Martin, Goodville, Pa.  
7. Furman H. Cyger, Kimberton, Pa.  
8. J. Leslie Ford, Newark, Del.  
9. Ralph E. Bower, Chesapeake City, Md.  
10. E. M. Crowl, Oxford, Pa.  
11. W. H. Jump, Houston, Del.  
12. H. B. Stewart, Huntingdon, Pa. R. 1  
13. Howard W. Wickersham, Kelton, Pa.  
14. M. L. Stitt, Port Royal, Pa.  
15. Jos. S. Briggs, Yardley, Pa.  
16. John Carvel Sutton, Kennedysville, Md.  
17. Kenzie S. Bagshaw, Hollidaysburg, Pa.  
18. Coy E. Meerkle, Everett, Pa. R. 3  
19. A. R. Marvel, Easton, Md.  
20. Charles R. Hires, Jr., Salem, N. J.  
21. B. H. Welty, Waynesboro, Pa. R. 4  
22. D. E. Witherspoon, Chambersburg, Pa.  
23. D. W. Winter, Glenside, Pa.  
Honorary Life Member—F. P. Willits, Ward, Pa.  
\*Member of Executive Committee

#### FIELD DEPARTMENT

I. Ralph Zollers, Philadelphia, Pa., Director  
C. E. Cowan, Lancaster, Pa., Ass't Director  
C. Reynolds, Denton, Md., Ass't Director  
E. P. Bechtel, Trappe, Pa.  
J. J. Camp, Roaring Spring, Pa.  
E. C. Dunning, Chambersburg, Pa.  
Floyd R. Ealy, Broomall, Pa.  
Clayton L. Keener, Nottingham, Pa.  
H. D. Kinsey, Quakertown, Pa.  
J. T. Plummer, Lewistown, Pa.  
Louis F. Toney, Easton, Md.  
D. W. Winter, Glenside, Pa.

**SECONDARY MARKET MANAGERS**  
Altoona—Huntingdon—J. J. Camp, Roaring  
Spring, Pa., Phone 118-M  
Lancaster—C. E. Cowan, County Extension  
Office, Lancaster, Pa., Phone 2-7977  
South Jersey—Floyd R. Ealy, County Extension  
Office, Woodbury, N. J., Box 334, Phone 800  
Trenton—Frederick Shangle, 19 W. State St.,  
Trenton, N. J., Phone 4083  
Wilmington—Floyd R. Ealy, 103 W. 7th St.,  
Wilmington, Del., Phone 2-7464

### Burlap Bag Shortage

The serious shortage of burlap and heavy paper bags is expected to mean a drastic change in the type of containers used for farm products in 1942. Greater use of wooden containers and cotton or paper bags is urged wherever possible, by the United States Department of Agriculture.

It is pointed out that a shift to other containers will mean careful planning, especially in obtaining of supplies well in advance and the equipment necessary for properly handling and filling such containers.

### Wickard Announces Changes In Dept. of Agriculture

Shortly after this country's involvement in the world war, Secretary of Agriculture Claude R. Wickard announced a re-organization of the Department of Agriculture's administrative machinery and the formation of an Agricultural Defense Board. Through this re-organization 19 agencies of the Department are placed in 8 groups.

Roy F. Hendrickson was named administrator of the Agricultural Marketing Administration and under him are grouped the activities of the Surplus Marketing Administration, the Commodity Exchange Administration and most of the Agricultural Market Service.

Dr. E. W. Gaumnitz was named to succeed Hendrickson as administrator of the Surplus Marketing Administration.



Dr. E. W. Gaumnitz, Administrator of the Surplus Marketing Administration.

ministration. Dr. Gaumnitz is well known to dairymen over the country as a whole, as he was at one time head of the Dairy Division and has been active in that and related activities since 1933.

Other major divisions include the Agricultural Adjustment and Conservation Group, headed by R. M. Evans, and Agricultural Research, headed by E. C. Auchter. Other groups in which no changes are being made include the Commodity Credit Corporation, Farm Security Administration, Farm Credit Administration, Rural Electrification Administration and the Forest Service.

Secretary Wickard said, "Through this Board and the re-organization we hope to continue our maximum effort toward helping farmers discharge the primary responsibility of American agriculture during the emergency—the production of the food and fiber needed by this country and her allies.

"To this task all others must be subordinated."

### Personal Glimpses

Reports from Cecil county, Maryland, show that the herds of Eugene England, Guy McGrady and Glenn McGrady were among the leaders in the dairy herd improvement association in December. Lloyd Balderston recently achieved the distinction of leading this association for five consecutive months.

The twenty-fifth anniversary meeting of the Mifflin County Extension Association was held January 7, this also being the twenty-fifth year of service for J. C. Thompson as county extension agent.

We regret to report the death, on January 13, of Arthur E. Holt, who spoke at the Inter-State's annual banquet in 1939. Dr. Holt was professor of social ethics at the University of Chicago Theological Seminary and has been a real champion of farmers, especially dairymen.

Harvey Simmers and Winter Brown were Cecil county delegates to the Maryland State Farm Bureau meeting. D. B. McDowell, county president of the Farm Bureau, was made State Director at the same meeting.

Death overtook Shannon U. Troutman, one time director of Inter-State Milk Producers' Association, at his home at Belden, Bedford county, on January 8, at the age of 72. Mr. Troutman had been active in the Grange and in the agricultural extension association.

The farm products show held in connection with the Maryland Farm Bureau meeting showed that Lloyd Balderston and John Lippincott are experts in fruit production as well as in dairying, for they took numerous prizes for apples.

At the annual meeting of the New Jersey Farm Bureau, held at Asbury Park on January 16, a distinguished service certificate was presented to Frederick Shangle, Inter-State director, for having secured 101 members to the Farm Bureau through personal solicitation. This was the highest number of memberships sold at the full rate.

Bertrand L. Gulick, long prominent in New Jersey agricultural circles, and a member of the Inter-State Milk Producers' Association died at his home at Kingston on January 25 at the age of 76. He represented the seventh generation born in the old family homestead.

It is easier to fight for one's principles than to live up to them.—Alfred Adler.

There is only one failure possible; and that is not to be true to the best one knows.

## Proposed Federal Milk Order Points in Right Direction

A FEDERAL milk marketing order for the Philadelphia area is approaching reality. On another page will be found a discussion of the tentative proposed order, as announced from Washington on January 24.

This order has been written in the interest of producers and it is well worth while for every Inter-State member to acquaint himself with its major provisions. More than that, every member should also make it his job to see that his non-member neighbors shipping to the Philadelphia market understand fully these provisions and how this order will be valuable to producers.

This order should be of interest to all producers in the milk shed, whether their milk goes to Philadelphia or another market, as the Federal order, if and when effective, may well serve as a standard for pricing of milk of all classes in all nearby territory.

The matter as it now stands is a tentative proposed order. It is still subject to change before it will be offered to producers for their approval. But it looks like a long step in the right direction.

In its present form the order is subject to change and changes of one kind or another will likely be recommended by most of the interested parties appearing at the hearing. These, conceivably, will range from requests for clarification of certain points to drastic changes in the whole order that would, if adopted, considerably affect its range and scope.

It will be recalled that at the hearings at which this order was considered milk handlers generally opposed this order with all their power. This was a normal attitude in looking out for their own interests.

We believe that practically every one interested in this order is studying it in the light of its effects on him and his business. As farmers, we naturally will see it differently than will a handler (dealer). Each of us should be sure, therefore, that we get the producer "angle" of it and how it may benefit us and our milk income.

Keep in mind in all these considerations that this order is designed to do three things; first, establish fair prices to producers, considering production costs and competitive values of milk; second, establish uniformity over the milk market regardless of state lines; and, third, to provide strict and uniform enforcement,

with auditing of all purchases and sales of milk of dealers covered by the order.

A careful analysis of the order convinces us that these aims will be accomplished.

### Pasture Is Cheap Feed For Northeastern Farms

In making plans for the 1942 pasture season, which should be done now, remember that pasture is one of the most economical feeds that can be produced on New Jersey farms. Dr. George E. Taylor, extension dairyman at the New Jersey College of Agriculture, Rutgers University, reminds herd owners.

"In the event that lime is needed, and it usually is, it can be applied at any convenient time during the fall, winter or spring," Dr. Taylor stated in describing how to prepare pasture land best for next season. "Permanent grass pastures will also benefit from a 500-pound application of a 5-10-10 fertilizer applied either in the late fall—November or December—or early spring, during March. For early spring grazing, an additional application of 200 pounds of one of the standard nitrogen carriers is also recommended on a limited acreage of pasture land, one acre for every six cows. This can be applied either in the late fall during December or early in the spring, not later than the last of March."

Dr. Taylor cites a recent survey of 60 representative farms in Southern Indiana to illustrate that pasture is a cheap feed. The conclusions reached by these investigators apply to other parts of the country, the dairy husbandryman declares. They found that 40 per cent of the feed on these farms was produced by pasture. But instead of representing 40 per cent of the feed costs they found that pasture made up only 15 per cent of the total cost of feed.

A pat on the back develops character—but it must be administered young enough, often enough and low enough.

It has been decided that the 1942 National Dairy Show will return to Memphis, Tennessee, where it was held in 1941. The dates are October 10-17.

Cooperation is the only yardstick that can say to monopoly "move over and give justice to all, or get out of the picture."—Louis J. Taber.

### Just Thinkin'

By Old PHIL OSOPHER

Funny, isn't it, how we take things for granted—like our tires and the cars that run on them. Then something happens and we begin to wonder how we'll ever manage without those "necessities."

Sometimes I get to wonderin' about our co-op. We take it for granted, no doubt about that! But how would we make out if something popped up and put the co-op out of business?

The co-op's been runnin' long enough now so most of us don't remember much about what it was like before the association organized. But you can bet your last good tire that if the co-op should shut up shop, all the troubles that it was formed to correct would come back multiplied like rabbits.

Worth thinkin' about, isn't it? It's going to be smart, during this war to cooperate as we never did before. That's the best guarantee I know that we'll still have a co-op when this fuss is all over. It's the old shoulder-to-the-wheel story again—ten times over!

### Franklin County Farms Taken by War Department

The War Department has taken over 21,000 acres of land in Franklin County, Pennsylvania, northwest of Chambersburg, for the building of an army ammunition depot. As a result of this development nearly 1,000 persons will have to move and find new homes.

Among them are 24 farmers who ship milk to the Chambersburg plant of the Supplee-Wills-Jones Milk Company, of which 12 are Inter-State members, as follows: Clarence J. Gayman, Abraham I. Burkholder, Chas. G. Miller, Isaac E. Grove, Harry J. Cummings, Paul S. Rife, Geo. Diehl, Jacob B. Leedy, J. Chas. Palmer, Glenn M. Pugh, Orville Baer, and Ralph D. Gochenauer.

Several of Inter-State's members have already found new farms and will continue to supply Philadelphia with milk, either through their present or new buyers. Others, however, have not yet been able to obtain a satisfactory location.

In addition to the farms which must be vacated, 8 school houses, 8 cemeteries and 5 churches are located within the reservation.

It is expected that construction work will start on or about February 1 and that the War Department will use some of the buildings in the area but all other buildings will be offered for sale, with former owners having first choice. Such buildings as are sold may be dismantled and removed.



## Prices Paid for 4.0% Milk

Weighted Averages, December, 1941

## F. O. B. Philadelphia

Abbotts Dairies	3.08
Baldwin Dairies	2.84
Breuninger Dairies	3.03
Engel Dairy	3.01
Gross Dairy	2.975
Harbisons' Dairies	3.08
Hutt Dairies	2.80
Missimer-Wood-Narcissa	3.00
Scott-Powell Dairies	2.91
Supplee-Wills-Jones	3.03
Sypherd Dairies	2.99
F. O. B. Wilmington	
Blue Hen Farms	2.76
Clover Dairy Company	2.84
Delamore Dairy	2.87
Frain's Dairy	2.88
West End Dairy	2.86

## New Jersey Prices

F. o. b. market, cwt. of 3.5% milk.

	Class I	Class II	Class III
Dec.	\$3.37	\$2.22	\$1.68
Jan.	3.37	2.45	1.70

\*\$2.45, effective December 22

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

## Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. (Price orders in several Pennsylvania markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported).

Average price New York 92-score butter

	1-15	16-31	Monthly
December	35.09	34.84	34.97
January	35.60	35.32	35.45

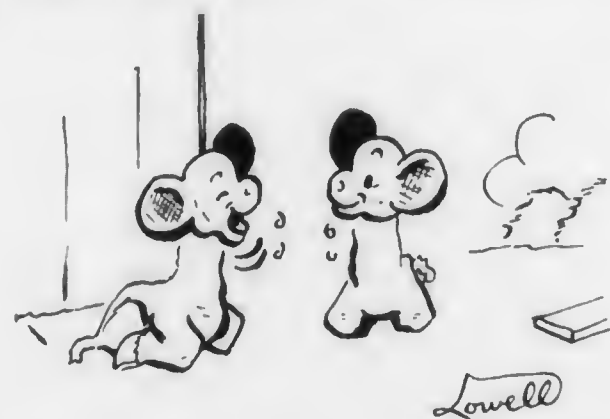
## Class III Prices—4.0% Milk

MARKET	DEC.	JAN.
Phila. and Wilmington	\$1.50	\$1.57
Areas *4, 6, 10, 11, 14, 15	1.50	1.52
Aera *9	1.55	1.57

\* Class III price, Dec. 1-15—\$1.45.

The December average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. The butterfat differential on Class I and II, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%, and on Class III the differential is one-tenth the price per pound of 92-score butter at New York for that month.



"With this shortage of farm hands I imagine you and I will hafta do most of the milkin' around here, we hope!"

## Classification Percentages—December, 1941

## PHILADELPHIA MARKETING AREA

	Class I		Class II	Class III	Bonus to "A" Producers	
	Zone 1	Zone 2				
Abbotts Dairies.....	81.98	2.02	12	4	68.3%	Prod.
Baldwin Dairies "A".....	78.95	12.76	6.58	1.71	74.33%	Prod.
"      "B".....	58.86	8.85	25.65	6.64	..	
Breuninger Dairies.....	78.59	0	21.07	.34	..	
Duncan's Dairies.....	x	88.5	11.5	0	51.74%	Prod.
Engel Dairy.....	77	0	23	0		
Gross Dairies.....	74	0	26	0		
Harbisons' Dairies.....	84	0	12	4	56%	of Prod.
Hernig, Peter, Sons.....	83	0	17	0	..	
Hill Crest Farms.....	x	90.72	9.28	0	..	
Johnson, J. Ward.....	x	81.99	17.12	.89		
Martin Century Farms....	x	a83.07	13.85	a	66.21%	Prod.
Miller Flounders Dairy...x		80.57	19.43	0	..	
Missimer-Wood-Narcissa..	47.56	33.52	18.2	.72	..	
Nelson Dairies.....	x	78	16	6		
Scott-Powell Dairies.....	65.5	5.75	25.5	3.25	75.25%	Prod.
Supplee-Wills-Jones.....	54.63	17.37	27	1	69.44%	Cl. I
Sypherd Dairies.....	80.5	0	7.5	12	..	
Turner & Wescott.....	77	0	22	1	..	
Walnut Bank Farms.....	x	84.44	13.91	1.65	..	
Wawa Dairy Farms.....	x	71	18	11	..	

## DELAWARE AND OTHER PENNSYLVANIA

	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Bair, L. O., & Son.....	66	4	30	0	..
Blue Hen Dairies.....	72.6	x	19.9	7.5	..
Clover Dairy Co.....	79.45	x	14.04	6.51	60% of Prod.
Eachus Dairy Co.....	73	18	9	0	..
Everett Milk & Ice Cream	41.3	1.9	24.4	32.4	..
Frains Dairies.....	85.42	x	4.88	9.70	..
May's Dairy.....	62	1	4.5	32.5	..
Mt. Union S. Milk Co. 1-15	91	9	0	0	..
.. .. "16-31	89	11	0	0	..
Penn Cress Ice Cream Co.	40.7	2.9	56.4	0	..
Chas. G. Waple, Dairies...	84.2	9.5	0	6.3	..
Williamsburg Dairy.....	95	5	0	0	..

## NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess	Bonus to "A" Producers
Abbotts Dairies	100	0	Balance	100% of norm
Castanea Dairies "A"	75	25	Balance	
" " "B"	85	15		
Scott-Powell Dairies	100	0	"(b)	63.6% of norm
Supplee-Wills-Jones	100	0		

a Sales in Area 6—Class I, 2.65% @ \$2.96; Class IA, 0.43% @ \$2.30.

b 7% of "A" excess sold for school milk at special price.

x This Class does not apply.

## Feed Price Summary for January, 1942

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers

	Jan. 1942	Dec. 1941	Jan. 1941	% Change Jan., 1942 compared with Jan. 1941
Ingredient (\$ per T.)				
Wheat Bran	42.64	41.42	32.54	+2.95
Cottonseed Meal 41%	52.56	52.31	41.01	+2.95
Gluten Feed 23%	38.76	37.84	36.26	+2.43
Linseed Meal 34%	42.29	41.12	36.11	+2.85
Corn Meal	41.56	40.25	35.17	+3.25
Mixed Dairy Ration 16%	44.20	41.94	35.26	+5.39
" " 24%	49.98	49.22	40.63	+1.54
" " 32%	53.46	52.66	43.30	+1.52
Brewer's Grains	39.97	39.13	35.00	+2.15

Customer: "What kind of pie is this—apple or peach?"  
Waitress: "What does it taste like?"

Customer: "Glue."  
Waitress: "Then it's apple. The peach tastes like putty."

Knowing nothing but your work is one of the commonest mistakes.  
—Ida M. Tarbell.

The best diets are those consisting of common foods combined with common sense.

## Prices 4% Grade "B" Milk (Prices quoted are f. o. b. Delivery point)

December Averages and December and January Schedules. (Explanatory notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price December	Class I Price December	Class I Price January	Class II Price December	Class II Price January
Philadelphia Dealers	Philadelphia, Pa.	see page 6	*\$3.30	*\$3.58	\$2.05	\$2.20
Wilmington Dealers	Wilmington, Del.	see page 6	3.09	3.37	2.05	2.20
Abbotts Dairies	Coudersport, Pa.	2.77	*2.70	*2.98	1.97	2.12
" "	Curryville, Pa.	2.64	*2.79	*3.07	1.98	2.13
" "	Easton, Md.	2.72	*2.88	*3.16	2.00	2.15
" "	Goshen, Pa.	2.78	*2.95	*3.23	2.00	2.15
" "	Kelton, Pa.	2.80	*2.97	*3.25	2.01	2.16
" "	Oxford, Pa.	2.80	*2.97	*3.25	2.01	2.16
" "	Port Allegany, Pa.	2.77	*2.70	*2.98	1.97	2.12
" "	Spring Creek, Pa.	2.75	*2.66	*2.94	1.96	2.11
" "	Tamaqua, Pa.	2.68	a3.24	*3.20	a1.97	1.99
Bair, L. O., & Son	Richlandtown, Pa.	2.74	*2.94	*3.22	2.00	2.15
Breuninger Dairies	Centerville, Md.	2.84				
Centerville Producers' Co-op.	Centerville, Md.	3.00	3.12	3.40	2.05	2.20
Duncan's Dairies	Springfield, Pa.	2.85	*3.10	*3.10	2.02	2.04
Eachus Dairies	West Chester, Pa.	2.25	*2.96	*2.96	2.02	2.04
Everett Milk & Ice Cream Co.	Everett, Pa.	2.77	*2.94	*3.22	2.00	2.15
Harbisons' Dairies	Brandtsville, Pa.	2.77	*2.94	*3.22	2.00	2.15
" "	Byers, Pa.	2.77	*2.94	*3.22	2.00	2.15
" "	Carlisle, Pa.	2.77	*2.94	*3.22	@2.00	@2.15
" "	Hurlock, Md.	2.72	*2.88	*3.16	@2.00	@2.15
" "	Kimberton, Pa.	2.77	*2.94	*3.22	2.00	2.15
" "	Massey, Md.	2.74	*2.90	*3.18	@2.01	@2.16
" "	Millville, Pa.	2.67	*2.82	*3.10	1.99	2.14
" "	Sudlersville, Md.	2.74	*2.90	*3.18	@2.01	@2.16
" "	Altoona, Pa.	a3.24	*3.24	*3.24	a2.02	2.04
Harshbarger Dairy	Boiling Springs, Pa.	2.75	*2.90	*3.18	2.00	2.15
Hernig, Peter, Sons	Greencastle, Pa.	2.70—2.70				
Hershey Creamery Co.	Doe Run, Pa.	2.91	*3.10	*3.10	2.02	2.04
Highland Dairy Co.	Eddington, Pa.	3.02	3.12	b3.40	2.05	2.20
Hill Crest Farms	Altoona, Pa.	2.50	a3.24	*3.24	a2.02	2.04
Hoffman's	Bedford, Pa.	2.4575	*2.96	*2.96	2.02	2.04
" "	Huntingdon, Pa.	2.475	*2.96	*2.96	2.02	2.04
Johnson, J. Ward	Woodlyn, Pa.	2.92	3.12	3.40	2.05	2.20
Martin Century Farms	Lansdale, Pa.	2.96	3.12	c3.40	2.05	2.20
May's Dairy	Altoona, Pa.	—	a3.24	*3.24	a2.02	2.04
Miller-Flounders Dairy	Chester, Pa.	2.91	3.12	3.40	2.05	2.20
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.90—2.89	*2.96	*2.96	2.02	2.04
Nelson Dairies	Jeffersonville, Pa.	2.85	3.12	b3.40	2.05	2.20
New York City Buyers	201-210 Mile Zone	2.95				
Pebble Hill Farm	Doylestown, Pa.	—	3.12	b3.40	2.05	2.20
Penn Cross Ice Cream Co.	Cresson, Pa.	2.40	a3.24	*3.24	a2.02	2.04
Scott-Powell Dairies	Clayton, Del.	2.63	*2.92	*3.20	2.01	2.16
" "	New Holland, Pa.	2.67	*2.98	*3.26	2.01	2.16
" "	Pottstown, Pa.	2.71	*3.03	*3.31	2.01	2.16
" "	Snow Hill, Md.	2.51	*2.76	*3.04	1.99	2.14
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.82				
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.63	*2.79	*3.07	1.98	2.13
" "	Chambersburg, Pa.	2.70	*2.87	*3.15	1.99	2.14
" "	Hagerstown, Md.	2.70	*2.81	*3.09	2.00	2.15
" "	Harrington, Del.	2.71	*2.90	*3.18	2.00	2.15
" "	Huntingdon, Pa.	2.68	*2.85	*3.13	1.99	2.14
" "	Leaman Place, Pa.	2.78	*2.99	*3.27	2.01	2.16
" "	Lewistown, Pa.	2.69	*2.87	*3.15	1.99	2.14
" "	Mercersburg, Pa.	2.70	*2.87	*3.15	1.99	2.14
" "	Mt. Pleasant, Del.	2.72	*2.90	*3.18	2.01	2.16
" "	Nassau, Del.	2.69	*2.87	*3.15	2.00	2.15
" "	Princess Anne, Md.	2.63	*2.79	*3.07	2.00	2.15
" "	Townsend, Del.	2.72	*2.90	*3.18	2.01	2.16
" "	Waynesboro, Pa.	2.70	*2.87	*3.15	1.99	2.14
" "	Worton, Md.	2.71	*2.90	*3.18	2.00	2.15
Swavely, H. R., Dairy	Pottstown, Pa.	—	*3.10	*3.10	2.02	2.04
Sylvan Seal Milk Co. (Del. only)	F. O. B. Farm	2.65				
Turner & Wescott	Glen Roy, Pa.	2.74	*2.97	*3.25	2.01	2.16
Walnut Bank Farms	Quakertown, Pa.	2.90	3.12	d3.40	2.05	2.20
Charles G. Waple Dairies	Tyrone, Pa.	2.81	*2.96	*2.96	2.02	2.04
Wawa Dairy Farms	Wawa, Pa.	2.68	3.12	b3.40	2.05	2.20

\*—A Class I-A Price of \$2.30 per cwt. of 4% milk applies in these markets.

\*—This price applies to that part of the Class I milk sold in Zone 1 of the Philadelphia Milk Marketing area the price of that part of the

Class I milk sold in Zone 2 being 18 cents less per hundred pounds.

@—This is the price Inter-State is insisting that the out-of-state receiving station buyers pay to members in order that the price be uniform

both within and without Pennsylvania. As yet this has not been agreed to by the buyer.

a—Prices December 1-15—Class I, \$2.96; Class IA, \$2.20; Class II, \$1.78.

b, c, d—Class I prices on 4% milk sold in Zone 1 of Area 1 are \$3.48, \$3.45 and \$3.41, respectively.



This modern dairy barn belongs to Clarence H. Negley, Mercersburg, Pa., and the picture was taken and sent to us by Theodore Hoffeditz, Greencastle, Pa.



## Secondary Markets

### TRENTON

After several meetings the Trenton committee has reached an agreement with the Castanea Dairy Company, concerning the basis of establishing norms for 1942 production. The plan finally agreed upon is each producer's average monthly production of 1941, omitting May and June, less 7.5 percent of that average. This agreement is to continue in effect until conditions warrant a change, but individual adjustments may be made as special conditions warrant. No downward revision will be made without first notifying the affected producer.

Considerable interest has centered in the hearings concluded on January 28 on the appeal made from the price order which was to have become effective January 26.

### LANCASTER

The hearing for the Lancaster market, Area 14, which was requested by the Lancaster committee at its December meeting, was held on January 6. Inter-State, through its statistician, F. P. Willits, Jr., presented extensive testimony showing increasing costs of production. It was insisted that these increased costs be met through increased prices.

The Lancaster committee also participated in the hearing for the state-wide area held at Harrisburg, January 27, asking that the remainder of Lancaster county be removed from Area 11 and included in Area 14.

There is considerable interest in the New York hearing held recently, especially concerning the Class I price which, unless changed, will drop from \$3.10 to \$2.20 on April 1.

Watch for the notice of your District and Local meetings. Plans are under way and will be announced soon.

The schedule of classes, percentages and prices on which producers were paid for their milk going to New York during December follows:

Classes	Percentages	Prices
I	46.04	\$3.11
I Outside	5.20	2.95
I Relief	1.69	2.54
I Outside Federal	.01	3.151
II-A	15.22	2.944
II-B	2.17	2.674
II-C	2.91	2.429
III	21.43	2.329
IV-A	5.05	1.845
IV-B	.28	2.174

The blended price, after deductions and adjustments, was \$2.750 per cwt. for milk of 3.5 percent butterfat, f.o.b. 201-210 mile zone, the Lancaster price being \$2.785.

### Pennsylvania Hearings

Hearings by the Pennsylvania Milk Control Commission were held in three markets in late December and in six markets in early January, as reported in the January Review. These hearings were held at Williamsport, Erie and Scranton in December and during the first week of January at Harrisburg, Lancaster, York, Allentown, Reading and West Chester.

Inter-State presented testimony at the Lancaster and West Chester hearings, requesting increased prices to producers and emphasizing the need for adjustments in the Class II formula, which would bring the price of that class in line with the competitive value of cream, milk solids and related manufactured products.

No orders have yet been issued for these areas.

The Commission also held a hearing at Harrisburg on January 27, for consideration of prices to be paid for milk in the state-wide area. This area includes those parts of the state not specifically included in any other area. Only a few handlers obtaining milk from Inter-State members sell in the state-wide area and then only a part of their milk.

The interest of Inter-State, however, is more extensive than that because numerous dealers in the state-wide area do ship cream into the Philadelphia market and it is felt essential that the price of this cream be maintained at levels which will return producers the open market value of that product, as determined by competition.

### Fox Shows More Wisdom Than Many Humans

The statement "smart as a fox" takes on new significance in the light of a recent test made by Mrs. Mary Shantz, Sparta, Wis. She has heard and read frequently of the superior food value of butter as compared with oleomargarine.

So she tried out a simple little experiment on a neighbor's pet fox. It consisted of offering the fox the choice of genuine butter or its great imitator, commonly called oleomargarine—and a widely advertised oleo at that.

You guessed it! That fox lived up to its reputation for smartness, ate the butter and paid no attention to the oleo. The test was repeated with butter spread on one slice of bread and oleo on another. The fox ate the buttered bread, passed up the imitation product.

The fox, left to itself, has a reputation for picking foods that are best for itself. In this respect it appears much smarter than a lot of humans, who not only deliberately buy and use oleomargarine for themselves but foister it upon their children whose growth and future health depend upon an abundance of protective foods such as butter.

### Council of Cooperatives Elects Babcock President

H. E. Babcock, Ithaca, N. Y., was elected president of the National Council of Farmer Cooperatives, at its annual meeting held in Atlanta, Ga., early in January. He succeeds Judge John D. Miller of Susquehanna, Pa., who has been president for 9 years, and was elected president emeritus.

Vice presidents are C. C. Teague of Santa Paula, Cal., and N. C. Williamson of Lake Providence, La. Ezra T. Benson of Washington, D. C., was re-elected executive secretary.

Mr. Babcock is chairman of the Board of Regents of Cornell University and was formerly general manager of the Cooperative G. L. F. Exchange. He resigned that position a few years ago to devote more time to the development of an educational system for managers and employees of agricultural cooperatives.

## Cream Lines

Information from the Dairy Council Staff  
And Excerpts from National Press Releases

**An Answer to Rising Milk Prices**—In comparing average food price increases in 51 representative United States cities from November 1940 to November 1941, the United States Department of Labor statistics lists the following percentages:

Commodity	Av. Price Nov. '40	Av. Price Nov. '41	% Increase
Flour, wheat, 10 lbs.	40.8	48.5	19
Bread, white, lb.	7.8	8.6	10
Beef, round steak, lb.	37.7	39.3	4
Ham, whole, lb.	24.2	32.0	32
Butter, lb.	37.4	43.3	16
MILK, fresh, qt.	12.4	14.3	15
Eggs, doz.	40.7	51.9	28
Oranges, doz.	28.4	38.1	34
Potatoes, 15 lbs.	28.1	39.1	36
Lard, lb.	9.1	14.8	63
Sugar, 10 lbs.	51.0	60.6	19

Also, according to reports made to the Milk Industry Foundation in New York City from leading distributors in 152 United States markets, daily average sales of fluid milk in November increased 3.46 percent over the same period a year ago. In that month, daily sales averaged 7,183,228 quarts, compared with 6,943,035 quarts in November, 1940.

\* \* \*

**Dairy Council Tries Television**—Advertising through a new medium, the Dairy Council made an unusual experiment on January 16 when one of its puppet shows was given over radio-television at WPTZ, Philco in Philadelphia, Philadelphia's pioneer television station.

The show presented was "The Long Road," based on the life of Franz Liszt, with Miss Bertha Lawrence manipulating the puppets, assisted by Miss Adeline Edson and accompanied by Miss Grace Murray. At the end of the show, the station announcer interviewed both Miss Louise Everts, author of the play, and Miss Lawrence, who demonstrated and explained her puppets.

The experiment was enthusiastically received—by the television audience and the technicians, who considered it excellent material for children. It was the first time hand puppets had been used over television in this country and the Council has been asked to give a repeat performance.

\* \* \*

**Births and Marriages**—A baby daughter, Carol Anne Holmes, was born to Mr. and Mrs. Wesley S. Holmes on December 22. Mr. Holmes is Assistant Secretary of the Council. Mrs. Holmes is the former Clara Marie Grundy and, prior to her marriage, was secretary to both Mr. Balderston and Mr. Cohee in the Council.

Miss Dorothy Chandler, member of the dramatic department, and Mr. Orville A. Lingenfelter were married on Saturday, December 27, in Philadelphia. They will reside at La Carra Court Apartments, Lansdowne, Pa.

Another recent bride is the former Miss Eleanor Drummel who married Private Walter C. Eismann in Baltimore, Md., on November 15. Mrs. Eismann is secretary to Miss May Bates, in charge of the Speakers' Bureau. Her husband is stationed in Honolulu with the coast artillery.

\* \* \*

**New Staff Member**—Newest member of the Council nutrition staff is Mrs. Helen T. Crowley of Penns Grove, N. J., who replaces Mrs. Norbert T. Crowley in Wilmington and Newcastle County, Delaware, and in Chester, West Chester, Coatesville, and Downingtown, Pennsylvania.

Mrs. Crowley's home was originally in Maryville, Tennessee, where she received her Bachelor of Science degree from Maryville College in 1936. In 1937 and 1938, she held a Purnell Research Fellowship at the University of Tennessee, in connection with which she did work for the Agricultural Experiment Station in Tennessee. She earned her degree as Master of Science in Nutrition from the University in 1938 and taught nutrition at Oklahoma College for Women for three years before coming to the Council.

\* \* \*

**December Attendance Figures**—During the month of December, Dairy Council staff members gave 171 puppet shows to audiences of 28,690, 49 talks to 14,575, 17 nutrition lectures to 4,317, 3 slide talks to 220, 3 movies to 55, 14 food demonstrations to 450, and 20 plays to 8,423. Attendance without duplications totaled 56,421.

\* \* \*

**High School Boosts Milk Sales**—For the past few weeks, the William Penn High School at 15th and Mt. Vernon Sts. has been experimenting in its school cafeteria. A General Good Health program was presented in the school assembly and daily reminders printed in the school paper. Then careful observation was made of luncheon habits in the cafeteria.

Milk sales during the first week

jumped from 70 to 130 half pints of white and from 90 to 160 half pints of chocolate, while the sales of ice cream bricks rose from 500 to 540. Hot dishes increased from 250 to 300 and 20 glasses of grapefruit juice were sold in place of an artificially-flavored orange drink.

When the reminders stopped, milk sales dropped approximately 20 bottles, but after two weeks the cafeteria was still selling 108 bottles of white milk daily. All figures seemed to indicate that student diets improved gradually with education.

\* \* \*

**Emergency Mass Feeding**—An example of the recipes used by Council nutritionists in teaching adult courses on simple and inexpensive mass feeding in case of emergency is the following:

**Whole Wheat Pan Bread**  
(to serve 40)

9 cups flour 3/4 cups shortening  
1 tablespoon salt 6 cups milk  
3 tablespoons and 1 teaspoon baking powder  
1. Mix flour, salt, and baking powder.  
2. Add fat and mix well.  
3. Add milk and mix well. (It may be necessary to use more milk for a soft dough.)  
4. Drop by spoonfuls on a baking sheet or  
Make dough soft and spread in greased pan to be cut in squares like cornbread.  
(to serve 8 to 10)  
2 cups flour 1 1/2 teaspoons salt  
1 1/4 cups milk 3 teaspoons baking powder  
3 tablespoons shortening

Any number of cream sauces such as chicken, salmon, dried beef, canned peas, cheese, or ham may be served over the pan bread for a nutritious main dish. The addition of milk and a simple, easily-prepared cabbage salad or slaw completes a well-rounded meal.

**A Guide TO GOOD EATING**

**MILK**  
2 OR MORE GLASSES DAILY . . . FOR ADULTS  
3-4 OR MORE GLASSES DAILY . . . FOR CHILDREN  
To drink and combined with other foods

**VEGETABLES**  
2 OR MORE SERVINGS DAILY BESIDES POTATO . . . 1 raw green and yellow when

**FRUITS**  
2 OR MORE SERVINGS DAILY  
1 citrus fruit or tomato

**EGGS**  
3 TO 5 A WEEK; 1 DAILY PREFERRED

**MEAT, CHEESE, FISH, OR BULLEMS**  
1 OR MORE SERVINGS DAILY

**CEREAL OR BREAD**  
MOST OF IT WHOLE GRAIN OR ENRICHED

**BUTTER**  
2 OR MORE TABLESPOONS DAILY

OTHER FOODS TO SATISFY APPETITE AND COMPLETE GROWTH AND ACTIVITY NEEDS

### A Guide to Good Eating

This leaflet, printed by the Dairy Council in full colors, is the interpretation in terms of familiar foods of the Nutrition Yardstick presented at the Washington Nutrition Conference last May.

It is a popular piece of literature in schools, factories, and club groups and was distributed at the Nutrition Institute.



# Price Control Law Enacted

## Wages Exempted, Farm Control Modified

PRICE control legislation has ranked a close second to war news in interest during recent weeks. This has been especially prominent because of the insistence that agriculture be given certain rights under the proposed price control which would enable farmers of the country to carry on their work of food production without undue sacrifice.

The price control bill as originally written covered everything except wages and salaries and the manufacture of certain war goods on which guarantees were extended to the manufacturers. The original draft of the bill included ceilings (highest limits) on prices that could be paid for commodities, including farm products. There was no ceiling on wages—farm, industrial or commercial.

### Economic Stresses

Such partial price control could not help but create an unbalanced situation, resulting in stresses and strains which would be dangerous to the national welfare. It could be likened to a steam boiler with no safety valve and to which fuel was being fed under forced draft—a terrific explosion would come sooner or later.

The original draft of the price control bill gave no protection to food producers. Under it they would be compelled to sell under price ceilings, that is, there would be an upper limit to what they could get. With the growing scarcity of labor there would be no limit to wages farmers would have to pay, thus adding to their costs with no chance to cover these costs in their returns. Even worse, processors and handlers of farm products, not being able to recover increased labor costs through higher resale prices, would, more than likely, take it out in lower prices for the raw products—the products of our farmers.

### Farm Return Affected

Such a situation might have the disastrous effect of abandonment of some farms, with the farmers taking up lucrative jobs in industry, where there is no ceiling on the returns for their efforts. In other cases it might make farming a part-time sideline to factory work. This would naturally result in reduced production.

The price ceiling of farm products, as proposed in the House of Representatives, was based on parity,

which is a hypothetical value supposed to give a bushel of wheat, 100 pounds of pork, a dozen eggs or any other unit of product the same buying power that a similar unit had in a previous period—either 1909-14 or 1919-29. This parity figure takes no account of labor costs which, especially now, is a heavy item of expense. That conception of parity, at best, would merely enable producers to keep their heads above water while dissipating the farm's capital resources.

The Senate added to the bill the O'Mahoney amendment, which would include labor rates as one of the factors in determining parity, thereby raising somewhat the ceilings over prices of farm products. Another amendment, also added in the Senate, would give Secretary of Agriculture Claude Wickard final power over farm price ceilings and thus enable him to co-ordinate his food production program with the price situation—a necessary control in order to produce the foods necessary for the United States civilian people and armed forces and for our allies. Furthermore, with the Secretary exercising this control it would be in the hands of understanding persons who are familiar with the whole food production problem.

### Changes Misrepresented

Tremendously strong opposition was directed against the Senate amendments that refer to agriculture. This pressure, as evidenced through the metropolitan press and over the radio, failed in general to face the facts. The price control bill, either in its original or amended form, actually sets the top prices that could be obtained but these were generally, and incorrectly, labelled bottom prices.

Furthermore, it was frequently stated, but never proved, that these amendments would result in a 25 percent increase in farm prices, from which, it was argued, that the cost of living would go up 25 percent. In no known instance were any figures supplied to support such wild exaggerations. On the contrary, in many instances there would be very little additional return to farmers and the added cost to consumers would be almost negligible. In no case could the retail price go up proportionally unless labor, other costs and profits go up at the same rate.

As examples, even with a possible 5-cent per hundred increase in the

price of cotton the cost of the cotton in a man's shirt would be advanced less than 3 cents. The price ceiling on beef cattle would, under the O'Mahoney amendment, be advanced about 60 cents per hundred pounds over the December 15 prices. This, in terms of dressed beef, would average about 1 cent per pound.

### Would Assist Production

The metropolitan press frequently labelled the Senate amendments to the price control bill as a "grab." Farm leaders rightly insisted that those amendments were merely a protection to farmers under a price control bill which would offer no protection against wage increases. Farm leaders contend further that the Senate amendments would enable farmers to fulfill their desire to produce food for war and civilian needs.

It is generally believed that when a price control measure is brought forward which controls everyone and everything, including labor and war profits, farmers will approve it gladly.

### Bill Passes Congress

The price control bill was passed by the Congress late in January, containing provisions which limit farm prices to the highest of (a) 110 percent of parity, (b) the October 1 price, (c) the December 15 price, (d) the average price of 1919-29.

The bill also contains a provision which requires the approval of the Secretary of Agriculture to any price before it is finally established by the price administrator.

Another provision permits the licensing of businesses, individual farmers being exempted.

The price control bill specifically exempts from control of the price administrator the prices of any product being marketed under marketing agreements or orders now in effect or hereafter promulgated under the Marketing Agreement Act of 1937. This is of special importance to milk producers in the Philadelphia market with our marketing order so near realization and to producers in more than a score of other markets of the country who are operating under Federal marketing orders.

President Roosevelt signed the bill on January 30, although expressing dissatisfaction with farm provisions.

Gladys: "I shudder when I think of my thirtieth birthday."  
Pamela: "Why, dear, what happened?"



TWO FINE CALVES  
ENJOYING THEIR  
REGULAR FEEDING  
OF MUTUAL



## Your calves will like MUTUAL

(and you'll like the savings)

### ENJOY EXTRA CASH by FEEDING MUTUAL

• If you have been feeding milk to your calves, you'll want to learn how Mutual Milk-Food Compound will permit you to sell all your milk and still raise calves at 1/2 the cost of milk feeding. Join the many thousands of the country's progressive dairy-men who are using Mutual profitably and are pleased with results.

• Mutual is not a calf meal, but is milk-food compound that is dissolved in water and fed like milk. Start baby calves on Mutual as soon as milk is free of colostrum.

• One 25 lb. pail of Mutual, costing \$3.30, raises two calves to six weeks of age and saves over 1200 pounds of whole milk. Help stabilize the market, while raising healthy, profitable calves.

• This milk-food is sold on a guarantee to please. Try a pail, and if you are not satisfied, your money will be promptly refunded.

DISTRIBUTED BY LEADING MILK COMPANIES THROUGHOUT THE NATION—  
AS A SERVICE TO PATRONS

## Order a Pail of MUTUAL Today

MUTUAL PRODUCTS CO., MINNEAPOLIS, MINN.

A herdsmen's short course will be conducted at Pennsylvania State College during the week of March 9-14. The course will include practical instructions in the feeding, management and care of dairy cattle and general farm livestock.

More men die of drink than thirst.

### Caution Urged In Using Mastitis Treatment

Precautions concerning the use of medicinal preparations for the treatment of mastitis are urged by Dr. George E. Taylor, extension dairyman at Rutgers University. Many of these preparations require injections up the teat canal and such

treatment requires the assistance of a veterinarian who is in position, first, to analyze the ailment and see whether the proposed treatment is appropriate, and, second, to use his skill in the actual application of the preparation, as the udder is especially susceptible to injury in such procedure.



## Inter-State Members Among Farm Products Show Winners

INTER-STATE's award for the highest scoring sample of milk at the 1942 Pennsylvania Farm Products Show, exhibited by an Inter-State member, went to the partnership of Snodgrass and Bryson, Oxford, Chester county. Their milk is sent to the Oxford plant of Abbotts Dairies. We regret that the score of this sample of milk can not be given, as it was not made available by the officials of the milk contest. The Snodgrass and Bryson entry placed first in Division F, which includes herds of 21 or more cows tested for tuberculosis under the regular Pennsylvania plan.

Other Inter-State members within the first 10 in the same class include Clara M. Nolt, Quarryville; Norman C. Maule, Quarryville; Howard L. Harris, Cochranville; Wm. F. St. Johns, Lincoln University and Walter G. Reynolds of Oxford.

Among the first 10 in Division E, with herds of 11 to 20 cows tested for tuberculosis, we find J. Collin McSparran of Drumore; Oscar Waggoner, Oxford; Walter C. Haverstick, Quarryville and Harry Jenkins, Toughkenamon.

James R. Wood of Nottingham was among the winners in division B, for herds numbering 11 to 20 cows and tested for both tuberculosis and Bang's disease, while A. D. Hunsicker of Collegeville and R. H. Ferguson of Kirkwood placed among the winners in division C—herds of 21 or more cows meeting similar tests.

Names of Inter-State members were frequent among the lists of dairy cattle awards. We find the name of Mary Witmer, daughter of Clair H. Witmer, Willow Street, was owner of the first prize 4-year-old Guernsey cow. Other Guernsey winners include John H. Yoder, Elverson; A. M. Kennel, Honey Brook and Richard Shoemaker of Kirkwood, his entry also winning first in the 4-H Club division for senior yearling Guernsey heifers.

Frequent winners in the Ayrshire division include Tom Hileman of Gem Dairy Farms, Hollidaysburg, and Lillian H. Landis of East Greenville.

Inter-State members who took prizes in Holstein classes include Naaman Stoltzfus, Morgantown; Wm. H. Landis, E. Greenville; Earl L. Groff, Strasburg; W. H. Sheaffer, Hunsdale; Elvin Hess, Strasburg, and Elvin Hess, Jr. Earl Groff had the honor of showing the senior and grand champion Holstein

cow and also first prize dairy herd.

Among the 4-H winners in the Holstein division we find the names of Ira Welk, Ira Mellinger and J. Robert Hess, all of Strasburg, and Martha and Meryl Sheaffer of Hunsdale. Meryl Sheaffer taking the grand champion honors in the Holstein 4-H division and also first prize in showmanship awards; with Martha Sheaffer placing second.

Mary C. Folwell, Kemblesville, won numerous prizes in the Jersey division, including first prize 4-year-old cow.

### New Jersey Increase Delayed

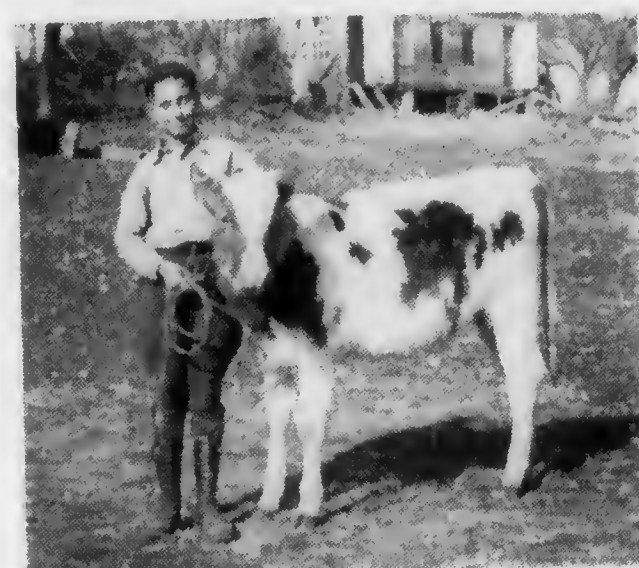
New Jersey price increases were ordered on Class I milk, to be effective on January 26. Due to appeals, however, the orders for increases on that date were rescinded and as we go to press we do not know when they will be made effective.

The proposed change would increase the price of Class I milk from \$3.37 to \$3.60 per hundred pounds of 3.5 percent milk, f.o.b. the dealer's processing plant. No changes were made in the Class II

and III prices, the Class II price having been increased on December 22 and the Class III price on December 1.

Concurrent with the orders raising producer prices other orders were issued, raising the prices to consumers, stores and other buyers and users. These increases also were held up pending the outcome of the appeal.

Objections to the increased prices were raised by Atlantic City restaurant men and by the Supplee-Wills-Jones Milk Company. The appeal was heard on January 23 and continued over on the 26th, on which date the delay on the increases was announced.



Peachie is the name of this 4-H calf being raised by Laban Strite, Hagers-town, Maryland. The calf was 9 months old and Laban was 12 years old when this picture was snapped.

## New York Hearing Concluded

THE Federal-State hearing being held to consider amendments to the New York milk marketing order was recessed after going into the third week. The hearing was in session for 13 days, opening in Brooklyn then moving to Albany, Utica and Binghamton, so as to make it more convenient for up-state parties to attend, and finally returned to Brooklyn. The hearing was adjourned on January 27.

Adjournment at this time took place only because interested parties agreed to withdraw requests for certain amendments to the order so that the Dairy Division could consider the more urgent matter of price. Under the order as now written the Class I price would automatically fall to \$2.20 per hundred pounds of 3.5 percent milk, f.o.b. the 200 mile zone, on April 1. This price would be substantially under the price of most other classes and is generally recognized as inadequate under present conditions.

The proposed amendments, on which further testimony will be taken at a later time, include such highly controversial matters as the expansion of the marketing area

to include many up-state New York markets, 9 northern New Jersey counties and 16 northeastern Pennsylvania counties. The matters of service allowances to cooperatives and diversion charges were also among the matters on which consideration was being delayed.

The petition for a hearing to consider amendments to this order was filed on November 12, with the Metropolitan Cooperative Milk Producers' Bargaining Agency, the Dairy Farmers' Union, Eastern Milk Producers' Cooperative and Associated Independents united in filing the petition for the hearing.

Producer interests at the hearing included testimony by Professor L. C. Cunningham of Cornell University on the cost of milk production. He stated that it cost \$2.78 per hundredweight after all credits were given, the figures presumably being based on 3.5 percent milk. He stated that dairy ratings had increased an average of \$6.57 per ton in December over December, 1940, prices and that farm wages showed an increase of 35 percent over the same period.

## Co-op Leaders Hold Institute

WITH approximately three million farm families committed to the ideal of cooperation, they would, properly mobilized, constitute a powerful force in preserving democracy from pressure rule. The cooperatives of the United States, by pursuing their normal constructive course, may yet fill a greater destiny than we would dare to think."

This statement, by one of the nation's leading farmer cooperative executives, Clyde C. Edmonds of Salt Lake City, Utah, provided the dominant note of the highly successful 17th session of the American Institute of Cooperation, held January 12-16 in Atlanta, Georgia. More than 750 farmers, cooperative leaders, educators, government officials and others attended the 50 separate conferences.

The secretary of the Institute, Charles W. Holman, outlined the farmer's position in the current price and parity fight in Congress, saying, "If ceilings are to be placed on farm products, thus restricting the wages of farmers, there is no reason why ceilings should not be placed on wages and salary rates of wage earners. It appears that there will not be any effective ceiling placed over wages. Under these circumstances the producer of raw materials, notably the farmer, will be caught in a squeeze play of rising wages on the one hand and ceiling prices on the other."

"At a time such as this, farmer cooperatives everywhere should re-examine their activities in the light of national defense . . . bearing in mind, of course, that the production and distribution of food products is one essential part of the wartime program. The ability and willingness of cooperatives to fit themselves into the emergency needs will have a significant bearing on the public attitude toward farm cooperatives in the future," Dr. Thomas G. Stitts, chief of the cooperative research and service division of the Farm Credit Administration, told the Institute audience.

"Producing and selling milk at a loss is not patriotic and is not a contribution toward winning the war! Every milk cooperative has the responsibility, both to its members and to its markets, to keep milk prices in line with rising milk production costs," dairy marketing co-operators were told by George Irvine, Richmond, Va., dairy cooperative executive.

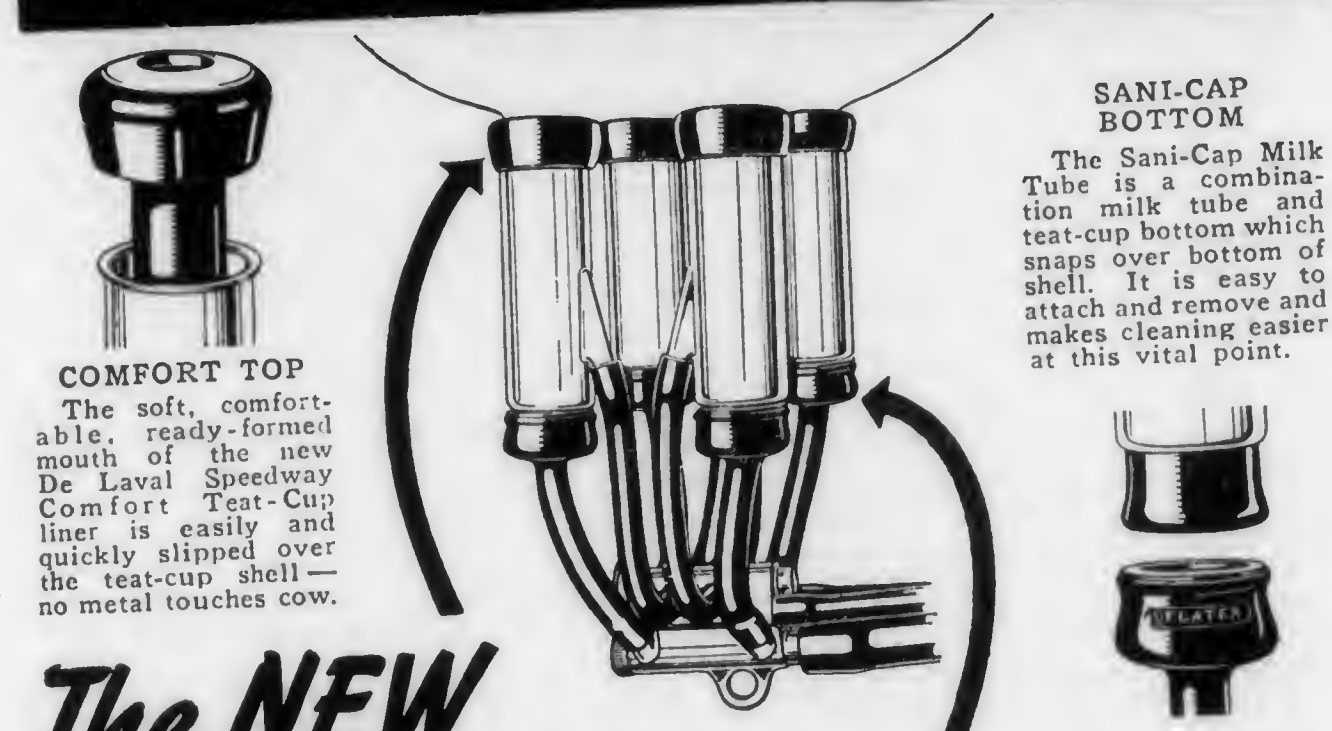
Dairy farmers "need to give more time, thought and effort to production problems. It will be a tragedy if we do not balance our marketing

program with our production program. The two make excellent companions and should be linked together as a two-horse team," according to Rich L. Duncan, manager of the Falls City Cooperative Milk

Producers Association, Louisville, Ky.

Cooperative marketing among southern dairy farmers is making an outstanding contribution to the welfare of southern agriculture, declared William C. Welden, agricultural economist with the Farm Credit Administration.

## DE LAVAL MAGNETIC SPEEDWAY MILKERS are now equipped with



### The NEW SPEEDWAY COMFORT TEAT CUPS

WITH these new Teat-Cups users of Magnetic Speedway Milkers get the perfect and comfortable milking action for which De Laval Milkers have long been famous, plus new ease of assembly and disassembly . . . these are the important and extremely desirable features of the new De Laval Speedway Comfort Teat-Cup.

De Laval Speedway Comfort Teat-Cups fit all sizes of teats properly . . . support the sides of the teat and apply vacuum to point of teat only . . . provide complete vacuum shutoff with each pulsation . . . are easily and quickly assembled and disassembled . . . are of the most advanced sanitary design and easy to clean.

In addition, all rubber parts are made in De Laval's own rubber factory . . . from De Laval's own formulated "Delatex" rubber—longer lasting, more sanitary and compounded especially for De Laval Milkers.

See your local De Laval Dealer today about a De Laval Milker.

### THE DE LAVAL Sterling MILKER

The De Laval Sterling Milker is a worthy companion to the great De Laval Magnetic Speedway Milker and is a great milker particularly for smaller herd owners to whom lower price is an important consideration. The wonderful Sterling Pulsator has only two moving parts, gives positive, precise milking speed and action that pleases the cow. De Laval Sterling single or double units may also be used on any other make of single pipe line installation.



**De Laval Separators**  
De Laval World's Standard and Junior Series Separators best meet every need and purpose. High or low stands; electric motor drives furnished for all except No. 1 size.

**FREE TRIAL—EASY MONTHLY PAYMENTS**

**THE DE LAVAL SEPARATOR CO., Dept. 6149**  
New York, 165 Broadway  
Chicago, 427 Randolph St.  
San Francisco, 61 Beale St.  
Please send me, without obligation, full information on  
Name \_\_\_\_\_  
Town \_\_\_\_\_  
State \_\_\_\_\_ R. F. D. \_\_\_\_\_ No. Cows \_\_\_\_\_  
Milk Separator \_\_\_\_\_  
Check which \_\_\_\_\_



# Farm Costs Continue Upward

FARM wage rates and feed costs both continue their upward spiral. Feed prices in January showed increases over December, with the cotton-seed meal price up 0.5 percent, other increases ranging up to as much as 5.39 percent, this for 16 percent mixed dairy ration. Compared with a year ago, prices range from 7 to 31 percent higher. Gluten feed, the price of which had been consistently high the last two or three years, was up 7 percent, while mixed dairy rations ranged from 23 to 25 percent higher; cottonseed meal, 28 percent higher and wheat bran was 31 percent above last January. For additional information, see feed price table on page 6.

Farm labor rates on January 1 ranged from 15 to over 36 percent above January last year, according to the USDA farm labor report for January, 1942. Farm wage comparisons are shown in the accompanying table.

Not only have farm wage rates gone considerably higher, but the relationship of supply to demand for farm labor has become quite unfavorable from the viewpoint of the farmer. Whereas, in January, 1941, the supply of farm labor in Pennsylvania, expressed as a percent of demand, was 93 percent, the supply had dropped by January, 1942, to 66 percent of demand. This supply and demand relationship has dropped to 59 percent in New Jersey, 58

## PERCENTAGE INCREASES IN FARM WAGE RATES January 1941, over January 1940

	Month Rate		Day Rate	
	With Board	Without Board	With Board	Without Board
Pennsylvania	30.6	24.0	26.5	21.7
New Jersey	36.6	25.0	31.6	25.0
Delaware	23.4	15.7	28.1	26.2
Maryland	22.3	19.6	27.6	23.1
United States	38.0	30.5	37.2	33.3

percent in Delaware and 62 percent in Maryland. Undoubtedly, this situation will become even more acute as we get into the months of heavy farm labor requirements, due to the tremendous increase in non-agricultural employment. This is indicated by the fact that farm employment in the Middle Atlantic states (those having the bulk of war industry orders) on January 1, 1942, was 7,000 persons less than one year earlier and by the further fact that employment in non-industrial work in the United States was over 3 million persons more in November, 1941, than one year earlier.

The relationship of farm wages to industrial wages also shows disparity. The index number of farm wage rates on January 1, 1942, stood at 166 percent of the 1910-14 wage rate, while the index number of industrial wage rates on October 1, 1941, was 271 (latest available data). This indicates the extent of competition of industry for the efficient farm laborer and indicates the competition that farm operators face in the labor market.

Considering that labor and feed generally comprise 70 to 75 percent of the total cost of milk production, it is not difficult to see that milk producers are facing a real problem. An important, but unanswered, question is the effect on total milk production if these production costs are not adequately met.

Milk production in the Philadelphia market has been somewhat higher than a year ago, according to USDA reports. The average daily shipment by each of approximately 5000 herds in the Philadelphia area, during the week ending January 17, was 265 pounds as compared with 255 pounds for the week ending January 18, 1941. Representative records of the Cooperative show that milk production per day per shipper in December was 8.4 percent greater than in December, 1940, and the daily average delivered production by the same group of producers during all of 1941 was 9.5 percent higher per shipper than in 1940. Total 1941 milk receipts of these dealers, however, were only 4.62 percent above 1940 and only 4.25 percent more than in 1939. This

small two-year increase is apparently due to the fact that considerably fewer producers were supplying these dealers in 1941. The increase in production of 1941 over 1939 was not as great as was the increase in Class I sales over the same period.

Fluid milk sales in 152 leading markets in 1941 were up 5.06 percent over 1940, according to a Milk Industry Foundation report. December, 1941, sales were 4.6 percent higher than in December, 1940. During the same period, milk company payrolls advanced 11.09 percent and employment showed an increase of 3.21 percent.

Fluid milk prices showed increases in several markets in January. The increases, however, were not as widespread as in previous months, according to the USDA report. Class I prices to producers were up 26 cents in Providence, R. I.; 28 cents in Philadelphia; 35 cents at Utica, N. Y.; 31 cents at Detroit, Mich.; 30 and 25 cents, respectively, at Des Moines and Burlington, Iowa; 28 cents at Wilmington, Del.; and 24 cents at Tulsa, Okla. These Class I increases were accompanied in every instance by an increase in the retail price.

With the New York butter price 35.45 cents per pound in January, the Philadelphia Class II price in January was \$2.20 for 4 percent milk.

Cream prices in the Philadelphia market showed some decline during January, dropping from about \$18.75 down to \$18.00 per 40-quart can of 40% cream approved for Newark, Lower Merion and Pennsylvania. Cream approved only for Pennsylvania started the month at about \$18.00 per can and dropped to \$17.25. The milk equivalent value of this cream, considering butterfat only, would be \$2.15 and \$2.00, respectively, per hundredweight of 4 percent milk, giving no account to the cost of processing, or to the value of the solids, the prices of which have been exceedingly strong.

Skimmilk powder was quoted at 12.38 cents per pound in December, almost double the 6.38-cent price a year earlier. The wholesale price of dry whole milk advanced, over the same period, from 16.00 cents to 24.18 cents per pound, according to

USDA figures. This increase in solids value is also reflected in cheese and casein prices, as well as in prices paid for evaporated milk.

Storage supplies of skimmilk powder on January 1 were 20 million pounds, 14 million pounds lower than a year ago. The supply of 6.4 million pounds of dry whole milk was nearly 2 million pounds above a year ago. December production of dry skimmilk totalled approximately 25 million pounds, about the same as a year ago. Production of whole milk powder was about 1.5 million pounds higher than the December, 1940, production of 2.1 million pounds.

American cheese production in December was up 18 million pounds over the December, 1940, output of 35 million pounds and total 1941 American cheese production was 724 million pounds.

Creamery butter production of 118 million pounds in December, 1941, was down nearly 9 million pounds or 6.9 percent from the December, 1940, output but was still 3 percent above the 10-year (1930-39) average. Storage stocks of butter in the United States, like storage supplies of cream, are quite heavy. On January 28, approximately 57 million pounds of butter were in storage in ten markets as compared with 19 million pounds a year ago.

Evaporated milk production continues very heavy and has set a new record. The 1941 production of 3166 million pounds was up 28 percent over 1940 and 57 percent over the 5-year (1935-39) average. December production was 287 million pounds or 93 percent above December, 1940. This December production was supplied by approximately 153,000 producers as compared with 119,000 during the same month of 1940. Those producers were paid an average of \$2.17 per hundredweight for 3.5 percent milk, 58 cents higher than in December, 1940.

JANUARY, 1942, BUTTER PRICES			
92-Score, Solid Pack			
Date	Philadelphia	New York	Chicago
1	35 1/2	35	34 1/2
2	35 1/2	35	34 1/2
3	36	35 1/2	35
4	35 3/4	35 1/4	35
5	35 3/4	35 1/4	35
6	35 3/4	35 1/4	35
7	36	35 1/2	35 1/4
8	36	35 1/2	35 1/4
9	36	35 1/2	35 1/4
10	36 1/4	35 3/4	35 3/4
11	36 1/4	36 1/4	36
12	36 1/4	36	35 3/4
13	36 1/4	36	35 3/4
14	36 1/2	36	35 1/2
15	36 1/2	36	35 1/2
16	36 1/2	36	35
17	36	35 1/2	34 1/2
18	36	35 1/2	35
19	35 1/2	35 1/4	35
20	35 1/2	35 1/4	35
21	35 1/2	35 1/4	35
22	36	35 1/2	35
23	36	35 1/2	35 1/4
24	36	35 1/2	35 1/4
25	35 3/4	35 1/4	35 1/4
26	35 3/4	35	35
27	35 1/2	35	35
28	35 1/2	35	35 1/4
29	35 1/2	35	35 1/4
30	35 1/2	35	35 1/4
31	35.94	35.45	35.17
Average	35.50	34.97	34.56
Dec., '41	31.75	31.07	30.11

## Alfalfa Seed Warnings

Warnings are being issued by agronomists at our agricultural colleges concerning the alfalfa seed situation. H. R. Cox, extension agronomist at Rutgers University, states that with careful seed bed preparation the amount of seed can be reduced greatly from the usual rate of 20 to 25 pounds per acre. The preparation of a good seed bed insures better germination and, therefore, will produce as good a stand as a heavier seeding with a poor seed bed.

Special precautions are also urged in buying the seed, to be sure that the seed is adapted to the locality. Alfalfa seed suitable for this region is considerably higher in price than usual and the use of less seed in a good seed bed is greatly preferable to the use of cheap and, perhaps, unadapted seed.

## Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during December, 1941.

Farm Calls.....	974
Non-Farm Calls.....	238
Butterfat Tests.....	5220
Plants Investigated (first half Dec.)	32
(second half Dec.)	16
Herd Samples Tested.....	195
Brom Thymol Tests.....	846
Microscopic Tests.....	304
Sediment Tests.....	10
Membership Solicitations.....	167
New Members Signed.....	11
Local Meetings.....	1
Attendance.....	12
District Meetings.....	4
Attendance.....	36
Committee Meetings.....	6
Attendance.....	57
Other Meetings.....	14
Attendance.....	1215

## Jersey F F A Program

We learn through the "Jersey F.F.A. Monthly," which goes to all New Jersey vocational agriculture people and their friends, that the F.F.A. boys are being urged to (1) keep up their school work, (2) help in every possible way in the "Food for Freedom" campaign, (3) conserve and repair farm machinery, (4) collect scrap metal, (5) help agricultural teachers with defense training courses, (6) plan for victory gardens, and (7) buy defense stamps and bonds.

Special emphasis was given the care and repair of farm equipment. This is receiving considerable attention in the classroom and school shop work. Individual members of F.F.A. and also the chapters are urged to put their winnings in defense stamps and bonds as a patriotic move.

## WANT A



**Holstein-Friesian World**

**Bull BARGAIN?**

Descriptions and prices of bulls by the hundreds, plus articles on breeding MORE PROFITABLE CATTLE, are yours in the Bull Bargain Issue of the "Holstein-Friesian World". Order your copy today.

HOLSTEIN-FRIESIAN ASS'N. OF AMERICA  
BOX 1054 BRATTLEBORO, VERMONT

I enclose 6c stamps. Send 1942 Bull Bargain Issue.

Name.....

Address.....

## Up-to-the Minute Milking

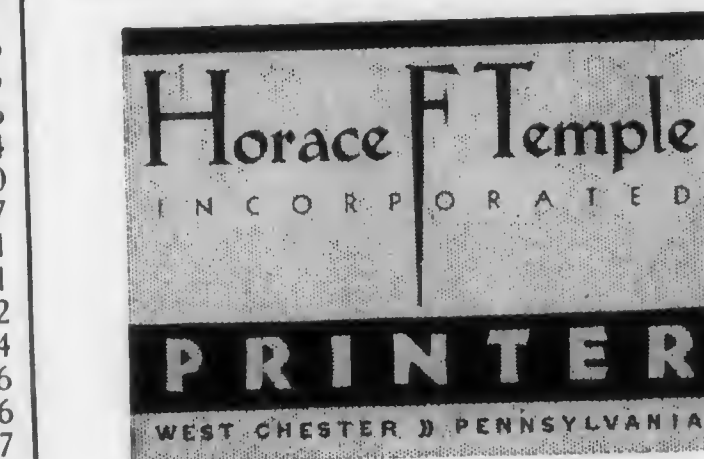
at Welcome LOW PRICES



**FORDS MILKERS**

Most modern natural action, extreme ease of cleaning. SIMPLIFIED design—make FORDS your money's best buy. No pipelines, quickly installed in any type barn. Full line, gas or electric powered. Every material the finest, fully guaranteed. Get complete details NOW!

MYERS-SHERMAN CO., 1312 E. 12th, Streator, Ill.



## Meeting Calendar

- February 5—District 15 dinner meeting—Methodist Church, West Chester, Pa., 12:00 noon.
- February 5—District 19 dinner meeting—Firemen's Hall, Chestertown, Md., 6:30 P.M.
- February 10—District 9 dinner meeting—Red Lion Methodist Church Hall, 6:30 P.M.
- February 12—Bayview and Providence Locals dinner meeting—Bay View Community Hall, 7:00 P.M.
- February 12—Woodstown, Salem and Mullica Hill Locals dinner meeting—Woodstown Grange Hall, 6:30 P.M.
- February 16—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
- February 23—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
- February 23—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
- February 27—Wilmington Inter-State Milk Market Committee—Newark, Del.
- March 3-4—Annual Meeting, Northeastern Dairy Conference—Washington, D. C.

## Cash Prizes

For Winning Pictures in the  
**REVIEW**  
PICTURE CONTEST

### Prizes—

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

### Open to—

Members of the Inter-State Milk Producers' Cooperative and their families.

### Requirements—

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture.
4. Identification of sender.

(Unused pictures will be returned)



### 4-H Clubs To Gather Paper, Scrap Iron

A 4-H Club member's pledge of larger service for his home, his community and his country is a real challenge right now. All over Pennsylvania 4-H boys and girls are asking for a chance to fulfill this pledge. Here's what 4-H Club members can do says A. L. Baker, Pennsylvania State 4-H Club leader.

Our government is urging the salvage of old newspapers which are used in making paperboard for packing purposes. Seventy-two per cent of the waste paper in this country is normally destroyed. It is urgently needed now.

Local salvage firms and junk yards are buying old newspapers at prices which make gathering worth while. 4-H Club members can do this in rural areas.

Scrap iron and other metals are needed by the defense industries. Mr. Baker suggests that each 4-H member can help by disposing of all scrap iron around the farm through the local junk yard.

### More Water Aid To Higher Milk Production

If every cow in the Philadelphia milk shed received all the water she could drink at the time she wanted it, the increase in milk production requested for defense purposes could be easily obtained.

Cows need water in proportion to the amount of milk produced, which amounts to about four pounds of water for each pound of milk. If they do not receive it or if it is so cold they cannot drink that amount, then milk production is limited according to the amount of water consumed.

There is no question but what drinking cups are the best system of watering where cows are kept in stanchions. Where cows are loose, running water in the shed gives them access to it any time they wish. If cows are turned out to a trough or stream they should be watered twice daily, preferably after feeding in the morning and again after all feed is cleaned up in the evening. Heating water in the trough with a heater or removing the chill by adding hot water will result in the cows drinking more water, says R. H. Olmstead, dairy specialist from Pennsylvania State College.

Cows are often limited in the amount of milk they will produce from a given amount of feed because they do not receive enough water. Supplying plenty of water will not only produce extra milk for defense, but will decrease the feed cost of producing each 100 pounds of milk, which in turn is more profitable for the dairyman.

## Here's Proof that BEACON TEST COW RATION



**FAIRY PRIDE GOLDIE**, Registered Jersey, of Outlook Farm—owned by Oscar E. Twitchell & Sons. Last year, at 6 years of age, she completed a D.H.I.A. record of 12,334 lbs. of milk, 670 lbs. of fat. The entire herd of 18 cows averaged 455.7 lbs. of fat, all on twice a day milking.

## BOOSTS MILK PROFITS!

### BEACON-Fed Herd Averages \$.49 Greater Return per Feed Dollar

Many dairymen have asked if the higher milk production encouraged by Beacon Test Cow Ration will make up for its slightly higher cost. Here's the answer—in cold, clear dollars-and-cents!

The Outlook Farm herd (Jerseys) of Bryant Pond, Maine, is Beacon-fed. The last monthly report for their local Dairy Herd Improvement Association shows their feed cost for producing 100 pounds of 5% milk was \$1.27—compared to the average for all herds in the local D.H.I.A. of \$1.44 for milk testing only 4.3%. Similarly, their return per dollar feed cost was \$2.48, compared with an average of only \$1.99—a \$.49 greater return per feed dollar than the D.H.I.A. average!

### A High Production Feed — Designed for Your Herd

Beacon Test Cow Ration is made for *your* herd and for the feeding problems *you* encounter. It is a high-production feed—but it neither forces nor over-stimulates milk production. Instead, it helps build up the cow's flesh, body reserves and health so that she *naturally* reaches and holds a higher production level—both in present and succeeding lactations.



Why not start your cows *now* on this safe, high-production feed. Join the thousands of progressive dairymen who have found they *make more profits* with Beacon Test Cow Ration. Get your supply today at your local Beacon dealer's.

**THE BEACON MILLING COMPANY, Inc.**  
Cayuga, New York

**The BEACON System** — a proved feeding plan for the entire life cycle of the dairy cow.

Was your total income \$1500 last year (\$750 if single)? If so you must file a Federal income tax return. March 16 is the deadline.

# INTER-STATE Milk Produce

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XXII

Philadelphia, Pennsylvania, March 1942

No. 11

Library, Dept. of Agr. Economics, Cornell University, Ithaca, N. Y.



## The Better Half of Tomorrow's Herd



# Expect Federal Order Soon

Now Being Revised In Light of Suggestions

THE final drafting of the Federal milk marketing order for the Philadelphia area is now in the hands of the Dairy Division of the Surplus Marketing Administration. No indication has been made as to when the order will be finally completed and announced, but it is hoped this will be soon.

The tentative proposed marketing order was published on January 27 and copies of it were sent to all "interested parties," as shown by the record of the hearing on which the proposal was based. These interested parties were given until February 6 to file "exceptions" to the tentative order or to any specific provisions of it.

With these exceptions in their hands the Dairy Division staff is expected to revise the order in several respects. No information is available as to how many parties filed exceptions to the original proposal nor what these exceptions may be, except as the various interested groups made public their own suggestions.

## Every Point Studied

Inter-State, after studying the tentative proposed order very carefully as to its effects on the market, filed a bill of exceptions covering eleven different sections or paragraphs. Some of these proposals would change considerably certain provisions in the tentative order, while others were designed to clarify the points concerned so as to avoid later possible confusion or misunderstanding. In every case Inter-State's exceptions were designed to make the order more workable, while being fair to the market as a whole.

The bill of exceptions filed by Inter-State was accompanied by a brief, explaining further these suggested changes and why it was felt such changes would help the market.

The first exception had to do with the marketing area and it was urged that the area be enlarged from that defined in the tentative proposal so as to include most of Area I as set up by the Milk Control Commission, leaving out a few townships in Delaware, Chester and Montgomery counties, which are almost wholly rural, and also leaving out Bucks County.

It was suggested, further, that if the Dairy Division felt it impossible to include in the marketing area all the territory as proposed by

Inter-State, the area should include all contiguous built-up territory.

The second exception concerned the definition of producer and is intended to clarify that definition so as to avoid future uncertainty or confusion.

In its third exception, Inter-State requested that the definition of handler also be clarified, especially as it referred to the status of a cooperative association of producers. It was felt that this should be more clearly written as to when such an association is a handler and when not a handler.

## Ask Classification Changes

Classes of utilization of milk was the subject of Inter-State's fourth exception. In this it was pointed out that, as written, the tentative proposal might work a hardship on both producers and handlers in those cases where the handler did not have convenient access to manufacturing plants for using seasonal surpluses of milk.

The fifth exception had to do with the classification of milk that might be moved from one plant to another and here again changes were urged which, it was felt, would contribute to the general stability of the market and thereby be of direct benefit to producers.

## Transportation Allowance

The sixth exception concerns "differentials for place of receipt of milk" as defined in the order, or in other words, the allowance to handlers for the operation of receiving stations and the transportation of such milk to market. In this matter, Inter-State urged that the proposal be modified so as to permit Class I transportation deductions on any milk proven to have been actually moved from receiving station to market in the form of fluid milk, and used as Class I milk. This change was felt advisable in order, among other reasons, to encourage in surplus seasons the moving of that milk to manufacturing plants which are nearest to those plants. Other minor changes in this section of the proposal were also urged.

The matter of the price of Class I milk disposed of outside of the marketing area by dealers was the subject of the seventh exception, it being pointed out by Inter-State that the price to producers for such milk should be the price prevailing in the areas where sold.

The eighth exception was mainly for the purpose of clarifying the status of farmers whose milk might at times come into the market and who are under another Federal milk marketing order.

The ninth exception urged strongly that provision be made to assure the continuation of the Grade "A" bonus plan on bacteria and butterfat which is now in effect in the market. It was pointed out that the payment of such bonuses is an established market practice on which producers and handlers generally are in agreement and that the order should specifically provide for the payment of Grade "A" bonuses.

The method of paying producers shipping to receiving stations was the subject of the tenth exception, it being pointed out that the order as tentatively drawn up would introduce a decided departure from methods presently followed. It was felt that this section of the order should be redrawn so that producers shipping to receiving stations, regardless of where located, would be subject to receiving station differentials on substantially the same plan as at present.

## Object to Plant Allowances

Inter-State's final exception objected to the provision in the proposed order for a 15-cent allowance on all milk delivered to handlers whose plants are located outside the marketing area but within 31 miles of city hall, it being pointed out that there was no evidence put upon the hearing record to justify such a differential in producer prices on all milk. It was pointed out, further, that as far as Class II milk is concerned the Class II formula allowed adequately for the cost of handling and processing milk used for cream or manufacturing purposes.

Under this exception it was asserted, also, that there was no evidence placed upon the hearing record to justify a 6-cent additional deduction at plants beyond the 31 mile zone at which is received an average of less than 20,000 pounds of milk a day during any delivery period.

These suggested changes were prepared and filed after careful study and for the one purpose of strengthening the marketing order, making it as fair and effective as possible.

# The Order

is not out yet. Until the final draft is presented for us to vote upon there is no use figuring about its terms.

Some people are expecting it to accomplish miracles, and a few goosebone prophets are predicting it will do everything that is bad except make the cows give bloody milk.

The facts are that it will do neither.

Remember what we started out to get:—

(1) an adequate return—(2) similar prices for the same classes of milk regardless of where purchased—(3) a uniform and regular system of auditing

and enforcement. And we are expecting it to do those three things without fear or favor.

When the order comes out Inter-State will see to it that you know what are its terms. I have sufficient confidence in the judgment of the directors of Inter-State to believe that they will vote only for what is good for you and this market.

*O. H. Hoffman*

# Dairymen and the War

Summary of Address by Dr. E. W. Gaumnitz, Associate Administrator, Agricultural Marketing Administration, United States Department of Agriculture, at the Kent County Dairymen's Dinner, Chestertown, Maryland, February 5, 1942.

UNDER the lend-lease program we are attempting to supply the British about 22 million cases of evaporated milk, 250 million pounds of cheese, and 200 million pounds of dry skim milk per year. If possible, they would like to obtain larger quantities, provided shipping space was available. Additional requirements under the lend-lease program are very uncertain. Much depends upon the developments in Europe, the Middle East, and the Pacific. It would seem that lend-lease requirements might increase rather than decrease. The future needs of the Army and Navy also need to be considered.

Lend-lease requirements for dairy products are only a part of the wartime picture affecting dairymen. Producing an adequate supply of milk and its products for our domestic population and our armed forces is also necessary. There are many areas in the United States where the local demand for dairy products is increasing at an unusual rate. This is particularly true in regions where Army camps are being established and where war industries are resulting in marked increases in population.

When the question of dairy pro-

duction goals for 1942 was discussed, the Department took the position that in the northeastern part of the United States dairymen should probably plan to increase production enough to take care of the needs for fluid milk and cream in that area. It must be recognized that some areas can produce the dairy products wanted under the lend-lease program to better advantage than others.

With the rapid changes in prices and price relationships that have occurred in the last 12-15 months, many problems in pricing milk have come up. Price relationships between cheese and evaporated milk and butter are somewhat abnormal at the present time. In the markets under Federal regulation, it has been necessary to change prices for the various classes of milk to bring them in line with the present situation. This is a job in which milk producers have a vital interest. Your association is investigating the situation in your territory and hearings have been held. There can be no doubt, when we compare the situation at the present time with the situation in World War I, that milk producers have available a program which makes it possible to meet the situation much better than ever before.

Another problem that is demanding immediate attention is the conservation of critical materials. You are, no doubt, acquainted with the rubber order issued by the War Production Board. Trucks that pick up the milk at the farm and transport it to a plant are eligible

for tires. We should not be too content with this arrangement. Apparently there are not going to be enough tires for all the eligible vehicles. Producers have a job in taking the lead in arranging collection routes that will handle the milk in an area and still not use any more tires than are absolutely necessary. And even that amount of rubber ought to be reduced.

It appears clear that in this northeastern section of the country dairy farmers have a job ahead in meeting the increased demands for fluid milk and cream. Adjustments need to be made to meet certain unusual price relationships that exist at the present time. The question of labor and supplies and equipment is going to be serious. This is not a time for business as usual. We should not make long-

(Please turn to page 11)



These puppies are thriving on a milk diet under the supervision of Temple Rhodes, Jr. Picture submitted by Mrs. Temple Rhodes, Cordova, Md.



## INTER-STATE MILK PRODUCERS REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phones, Walnut 3040-3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

### Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia, Pa.

**OFFICERS**  
F. P. Willis, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willis, Assistant Treasurer  
O. H. Hoffmann, Jr., General Manager  
F. P. Willis, Jr., Statistician  
A. Evans Kephart, Counsel

**Directors 1941-42**  
1. Alvin K. Rothenberger, Worcester, Pa.  
2. Frederick Shangle, Trenton, N. J., R. 2  
3. Wm. H. Holloway, Newark, Md.  
4. J. W. Keith, Centerville, Md.  
5. Fred W. Bleiler, New Tripoli, Pa., R. 1  
6. H. K. Martin, Goodville, Pa.  
7. Furman H. Gyger, Kimberton, Pa.  
8. J. Leslie Ford, Newark, Del.  
9. \*Ralph E. Sower, Chesapeake City, Md.  
10. E. M. Crowl, Oxford, Pa.  
11. W. H. Jump, Houston, Del.  
12. H. B. Stewart, Huntingdon, Pa., R. 1  
13. \*Howard W. Wickersham, Kelton, Pa.  
14. M. L. Stitt, Port Royal, Pa.  
15. Jos. S. Briggs, Yardley, Pa.  
16. John Carvel Sutton, Kennedyville, Md.  
17. \*Kenzie S. Bagshaw, Hollidaysburg, Pa.  
18. Coy E. Mearle, Everett, Pa., R. 3  
19. A. R. Marvel, Easton, Md.  
20. \*Charles R. Hires, Jr., Salem, N. J.  
21. \*B. H. Welty, Waynesboro, Pa., R. 4  
22. D. E. Witherspoon, Chambersburg, Pa.  
23. Honorary Life Member—F. P. Willis, Ward, Pa.  
\*Member of Executive Committee

**FIELD DEPARTMENT**  
1. Ralph Zollers, Philadelphia, Pa., Director  
C. E. Cowan, Lancaster, Pa., Asst. Director  
C. Reynolds, Denton, Md., Asst. Director  
E. P. Bechtel, Trappe, Pa.  
J. J. Camp, Roaring Spring, Pa.  
E. C. Dunning, Chambersburg, Pa.  
Floyd R. Ealy, Broomall, Pa.  
Clayton L. Keener, Nottingham, Pa.  
H. D. Kinsey, Quakertown, Pa.  
J. T. Plummer, Lewisport, Pa.  
Louis F. Toney, Easton, Md.  
D. W. Winter, Glenside, Pa.

**SECONDARY MARKET MANAGERS**  
Altoona—Huntingdon—J. J. Camp, Roaring  
Spring, Pa., Phone 118-M  
Lancaster—C. E. Cowan, County Extension  
Office, Lancaster, Pa., Phone 2-7977  
South Jersey—Floyd R. Ealy, County Extension  
Office, Woodbury, N. J., Box 334, Phone 800  
Trenton—Frederick Shangle, 19 W. State St.,  
Trenton, N. J., Phone 4083  
Wilmington—Floyd R. Ealy, 103 W. 7th St.,  
Wilmington, Del., Phone 2-7464

### Keep Milk Statements For Income Tax Purposes

One of the most valuable records coming into a farmer's hands each month is his milk statement. Right now, in the middle of the season when most of us must file income tax returns, we are made aware of the need for these statements in order to obtain an accurate record of income from milk for the year.

For that reason we urge that every Inter-State member keep the statement coming with each milk check. These should be filed away so they are readily available but

safe from loss or accidental destruction.

The income tax return requires a record of the pounds of milk sold, the gross value of the milk and all authorized deductions from the check, which include the cost of hauling, cooperative membership dues, dairy council dues and deductions for dairy farm supplies.

Deductions made from the milk check for the purchase of butter or any other product used by the family can not be deducted from the income tax return. The question of deductions made from a check to retire notes or of deductions of a similar nature should be taken up with your banker or a representative of the Bureau of Internal Revenue as the circumstances surrounding such deductions may vary so greatly that no blanket recommendation can be made concerning them.

Again, keep those milk statements and guard them carefully. You will be in real need of them about this time next year when you make out your income tax return on 1942 income.

### Court Says Violator Must Pay \$41,732

The United States Circuit Court of Appeals, in a strongly-worded opinion, has ruled that H. B. Parker may be personally liable for an amount up to \$41,732.37 plus interest, due the Administrator of the Federal milk marketing order in the Boston, Mass., market. This case has been in the courts since August 1, 1937, when suit was brought against the Green Valley Creamery, Inc., on its settlement to the market pool of the Boston market, plus amounts due for marketing services and administration expenses during the same period.

In its opinion the court declared that Parker has done more than merely fail to cause compliance by Green Valley Creamery with the previous court decrees but "By a studied course of conduct over a long period of time he has deliberately rendered Green Valley incapable of complying with the said decrees..."

The order issued by the court provides further that unless the money is paid to the Market Administrator within the time specified by the court "Howard B. Parker is to be committed to jail until the fine is paid or until further court order."

A review of this case reveals that Parker was an official of the company which violated terms of the Federal marketing order and that his actions were largely responsible for the failure of the company to pay the claims against it.

### Personal Glimpses

The Cecil County, Md., Farm Bureau elected D. B. McDowell, president, and John S. Reisler, secretary, for 1942. R. G. MacDonald and Murray Cameron were named members of the executive committee.

One of the large barns on Maulton Farm, owned by Morris E. Leeds, near West Grove was destroyed by fire early in February. Twenty-seven head of cattle and a large supply of feed were destroyed.

The Guernsey herd of D. C. Fonda lead the Cecil County dairy herd improvement association in January, with the herds of Carl Feucht and Guy McGrady also ranking high. The high cow was from the Fonda herd, with others among the tops being owned by Guy McGrady, Lloyd Balderston and Everett England.

Frank Pettit of Woodstown, chairman of the South Jersey Inter-State Milk Market Committee, was elected treasurer of the New Jersey Farm Bureau at the annual meeting in January.

The Towson, Md., Production Credit Association re-elected John S. Reisler, Nottingham, Pa., vice president for the 1942 term.

The Lancaster County Holstein Breeders Association met on Saturday, February 21, and elected Paul Longenecker, Strasburg, president; Harry Zook, Lancaster, secretary; Harry R. Metzler, Paradise, and Earl L. Groff, Strasburg, as members of the executive committee. Clair Eby, Gordonville, was named representative on the board of the Red Rose cow testing association.

Meeting on the same day, the Lancaster County Guernsey Association elected Richard Maule, Quarryville, president; Clair Witmer, Willow Street, member of executive committee, and Abram Wolf, Quarryville, was elected to the board of the Red Rose cow testing association.

### Butter a Blue Stamp Food

The "blue stamp" food list for March includes butter and eggs, but pork has been taken off the list because of the recent sharp advance in prices. Many varieties of fresh fruits and vegetables are also included on this list.

The blue food stamps are given free at the rate of \$.50 worth for each \$1.00 worth of orange stamps bought by families on relief or by low income families meeting certain requirements established under the food stamp program. The free blue stamps may be used only in the purchase of certain specified foods of which the current supplies are heavy.

### This Is Serious Business

This war business is not only getting serious, it is serious, but apparently many of us do not know it yet.

Unfortunately, it seems that many Americans won't realize that we are in a war unless and until they hear the screech of falling bombs, the explosion of those bombs and then see with their own eyes the devastation they cause.

Yes, we are at war, but as a whole we are still coasting along in a life of comparative luxury and ease, which has been the American way since the end of the real pioneer days. That easy going is going to stop—and stop with a bang.

If we don't stop it ourselves and voluntarily adjust our activities to a wartime basis, the Government may have to do it for us—and if we don't act individually or the Government (us collectively) doesn't make us, then Hitler and Hirohito and their assistant executioners will do it to us and on their terms.

The quicker we make up our minds that our first job is winning this war the better off we all shall be; the earlier the victory, the cheaper the victory in men and materials.

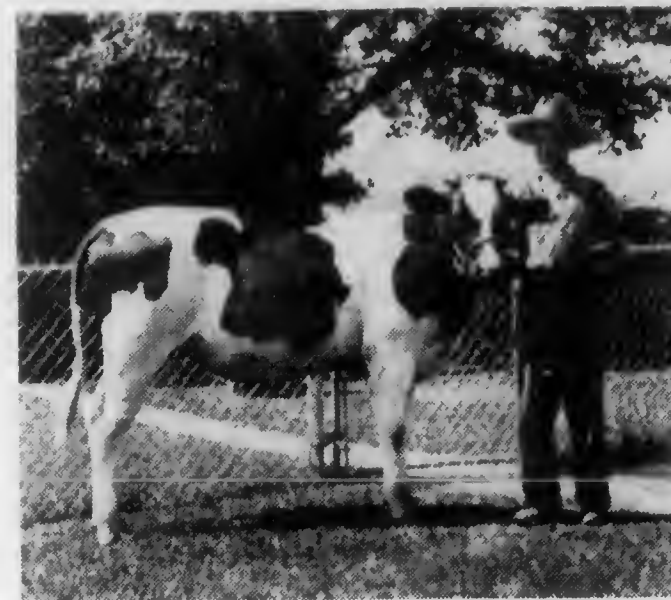
We must consider our each and every action in those terms, remembering that as farmers our job is to produce food for the armed forces and for the men behind those forces. We are going to face difficulties in the form of shortages of labor and, perhaps, of equipment. We are going to have to contrive and improvise with what materials we may have.

We may have to make makeshift repairs of machinery, buildings and fences—but we must carry on—producing the food needed so that our armed forces on the land, on the sea and in the air may protect and preserve this great nation which was first led to victorious independence by George Washington and which was preserved as a nation by Andrew Jackson, Abraham Lincoln and other great American leaders.

Were they here today, they would count on us. *Don't let them down.*

### F. T. C. Files Complaint

The Federal Trade Commission has recently issued a complaint charging Sheffield Farms Company, Inc., which operates in New York City and neighboring markets, with undue influence and control over the management and affairs of the Eastern Milk Producers' Cooperative Association. In its complaint the Commission stated that such control would "have the tendency and capacity to . . . endanger and perhaps destroy the announced policy



Alvin Patterson of St. Thomas, Pa., is rightfully proud of his purebred Holstein heifer, which won first prize at the Fulton County Fair.

of the Federal Government and that of many milk producing States, of fostering, and encouraging, the formation and functioning of producer-controlled and producer-owned cooperatives; . . .

In answer, the Sheffield Farms Company denied the allegations in the complaint and insisted that it is not guilty of the charges contained therein.

No further action has been announced since the filing of the answer by the Sheffield company.

### Fertilizer Industry Plans To Meet War Situation

Every effort is being made by the fertilizer industry and government officials to obtain sufficient fertilizer to meet the needs of American agriculture in 1942. A report issued in mid-February indicates that apparently there will be sufficient supplies of phosphate and potash fertilizers, but there may be a shortage of certain nitrate fertilizers. Of the latter, it is estimated that the supplies should be at least 50 percent of normal and may reach 90 percent.

Due to the heavy war demand for nitrates and the necessity of rationing it month by month, the exact quantities available can not be determined for the entire season; instead various amounts will be released each month according to the needs of the various industries, also considering the supply.

Allocations for fertilizer uses will be made in various sections of the country when the proper time comes according to seasonal needs. This will doubtless mean that nitrate fertilizers will not be available for storage ahead of time but if available at all can be obtained as needed.

"Next I will tell you how we shock the wheat."

"Dear me. Can I listen to this?" murmured the city farmerette.

### Meetings and Vote Will Precede Issuance of Order

With the early issuance of the proposed marketing order for Philadelphia expected, Inter-State members will be interested in the final steps before the order may become effective.

Since the filing of exceptions to the tentative draft of the order, the Dairy Division staff has been considering the proposal in the light of such exceptions.

It has been the practice in other markets to hold educational meetings in producer territory promptly after issuance of the proposed order, at which producers may obtain first-hand information as to the content and operation of the order. Handlers covered by the order are sent copies of it as soon as issued and are given an opportunity to sign, in which case the order would become effective as a marketing agreement.

Following the producer meetings, all eligible producers may vote on the proposed order, either individually or through recognized cooperatives. These votes are checked and counted by a referendum agent selected by the Secretary of Agriculture.

The next step, provided the producer vote carries the 75 percent approval required under the law, is the issuance of the final order by the Secretary. If it is not signed by the required percentage of handlers to make it an agreement, the order goes to the President for executive approval, following which it is issued and made effective as an executive order.

### Dairy Equipment Quotas Set at High Levels

Because of the importance of dairy products in the Food For Freedom program, restrictions on the use of critical materials in the manufacture of dairy machinery and equipment are, comparatively, fairly liberal.

Manufacturers may use approximately 83 percent as much material in the manufacture of new farm machinery as in 1940 and materials for repair parts may be used at about 150 percent of the 1940 level.

Dairy equipment has received larger allocations with materials for milking machines set at 206 percent of the 1940 level, cream separators at 67 to 213 percent and milk coolers from 130 to 179 percent of the 1940 level. The quota on other farm dairy equipment, expressed in terms of total weight of metals and rubber used, is 122 percent and attachments and parts at 190 percent of the 1940 level.



## Prices Paid for 4.0% Milk

Weighted Averages, January, 1942

## F. O. B. Philadelphia

Abbotts Dairies	3.15
Baldwin Dairies	3.00
Breuninger Dairies	3.26
Engel Dairy	3.36
Gross Dairy	3.25
Harbisons' Dairies	3.20
Hutt Dairies	3.08
Missimer-Wood-Narcissa	3.28
Scott-Powell Dairies	3.10
Supplee-Wills-Jones	3.08
Sypherd Dairies	3.11

## F. O. B. Wilmington

Blue Hen Farms	2.99
Clover Dairy Company	3.01
Delamore Dairy	3.06
Fraim's Dairy	3.13
West End Dairy	3.08

## New Jersey Prices

F. o. b. market, cwt. of 3.5% milk.

	Class I	Class II	Class III
Jan.	\$3.37	\$2.45	\$1.70
Feb.	\$3.60	2.45	1.67

\*\$3.37 February 1-4

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

## Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. (Price orders in several Pennsylvania markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported).

Average price New York 92-score butter

Cents Per Pound	
Jan. 1-15—35.60	Feb. 1-15—34.83
Jan. 16-31—35.32	Feb. 16-28—34.81
Jan. 1-31—35.45	Feb. 1-28—34.82

Class III Prices—4.0% Milk

MARKET	JAN.	FEB.
Phila. and Area 9	\$1.57	\$1.54
Areas 4, 6, 10, 11, 14, 15	1.52	1.49
Wilmington	1.57	1.54

The January average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%, and on Class III the differential is one-tenth the price per pound of 92-score butter at New York for that month.



"Farmer Jones better not be too sure of himself!—If I get to my mom 'fore he does there isn't going to be any milk for sale!"

## Classification Percentages January, 1942

## PHILADELPHIA MARKETING AREA

	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies	67.42	1.58	30	62.5% of Prod.
Baldwin Dairies "A"	73.19	16.07	4.50	
Baldwin Dairies "B"	56.57	11.15	13.53	
Breuninger Dairies	77.16	0	22.40	
Duncan's Dairies	x	88.47	11.53	
Engel Dairy	84	0	16	72.67% Prod.
Gross Dairies	76	0	24	
Harbisons' Dairies	72.3	.8	25.3	55% of Prod.
Hill Crest Farms	18.92	64.06	17.02	81.20
Johnson, J. Ward	x	79.23	19.84	
Martin Century Farms	a67.12	a15.98	13.50	64.93% Prod.
Miller Flounders Dairy	x	82.33	17.67	
Missimer-Wood-Narcissa	53.88	28.32	17.8	
Nelson Dairies	46	29	16	
Scott-Powell Dairies	62	5.5	29.75	69.5% of Prod.
Supplee-Wills-Jones	54.43	14.57	24	66.66% Cl. I
Sypherd Dairies	74.9	0	6	
Turner & Wescott	72	0	27	
Walnut Bank Farms	b82.29	15.28	2.43	
Wawa Dairy Farms	b71	17	12	

## DELAWARE AND OTHER PENNSYLVANIA

	Class I	Class II	Class III	Bonus to "A" Producers
Bair, L. O. & Son	59	4	37	
Blue Hen Dairies	74	x	14	
Clover Dairy Co.	76.07	x	11.41	56% of Prod.
Eachus Dairy Co.	77	10	13	
Everett Milk & Ice Cream	38.8	1.7	14.8	
Fraim's Dairies	84.67	x	6.22	9.11
May's Dairy	70	1	3.5	25.5
Penn Cress Ice Cream Co.	41.2	2.2	56.6	
Chas. G. Waple, Dairies	77.6	7.4	0	15
Williamsburg Dairy	95	5	0	

## NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess	Bonus to "A" Producers
Abbotts Dairies	c83	c4	c13	76% of Prod.
Castanea Dairies "A"	76	Balance	45% of Ex.	
Castanea Dairies "B"	88		45% of Ex.	
Scott-Powell Dairies	100		dBalance	62.4% of norm
Supplee-Wills-Jones	100		Balance	

a Sales in Area 6—Class I, 2.94% @ \$2.96; Class IA, 0.46% @ \$2.30.

b Division between Zone 1 and Zone 2, if any, not known.

c Percentages of production (no norms apply)—0.5% of Class I at special school price.

d 12% of Excess sold as school milk at special price.

x This Class does not apply.

## Feed Price Summary for February, 1942

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers

Ingredient	Feb. 1942 (\$ per T.)	Jan. 1942 (\$ per T.)	Feb. 1941 (\$ per T.)	% Change Feb., 1942 compared with Jan. 1942	% Change Feb., 1942 compared with Feb. 1941
Wheat Bran	44.42	42.64	32.26	+4.17	+37.69
Cottonseed Meal 41%	53.45	52.56	39.68	+1.69	+34.70
Gluten Feed 23%	40.98	38.76	32.80	+5.73	+24.94
Linseed Meal 34%	45.51	42.29	34.16	+7.61	+33.23
Corn Meal	43.26	41.56	34.55	+4.09	+25.21
Mixed Dairy Ration 16%	46.31	44.20	35.92	+4.77	+28.93
" " 24%	52.07	49.98	38.54	+4.18	+35.11
" " 32%	56.16	53.46	42.36	+5.05	+32.58
Brewer's Grains	42.93	39.97	34.54	+7.41	+24.29

Kind Lady: "How would you like a nice chop?"

Tramp: "Dat all depends, lady. Is it lamb, pork, or wood?"

The only conquests which are permanent, and leave no regrets, are our conquests over ourselves.

"Did you give the waiter your order?"

Experience is the best of school-masters, only the school fees are heavy.—Carlyle.

"Yes, but I think he means to keep it as a souvenir."

## Prices 4% Grade "B" Milk (Prices quoted are f. o. b. Delivery point)

January Averages and January and February Schedules. (Explanatory notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price January	Class I Price Jan. & Feb.	Class II Price January	Class II Price February
Philadelphia Dealers	Philadelphia, Pa.	see page 6	*\$3.58	\$2.20	\$2.17
Wilmington Dealers	Wilmington, Del.	see page 6	3.37	2.20	2.17
Abbotts Dairies	Coudersport, Pa.	2.71	*2.98	2.12	2.09
"	Curryville, Pa.	2.77	*3.07	2.13	2.10
"	Easton, Md.	2.84	*3.16	2.15	2.12
"	Goshen, Pa.	2.89	*3.23	2.15	2.12
"	Kelton, Pa.	2.91	*3.25	2.16	2.13
"	Oxford, Pa.	2.91	*3.25	2.16	2.13
"	Port Allegany, Pa.	2.71	*2.98	2.12	2.09
"	Spring Creek, Pa.	2.68	*2.94	2.11	2.08
"	Tamaqua, Pa.	2.70	*3.20	1.99	1.96
Bair, L. O. & Son	Richlandtown, Pa.	2.97	*3.22	2.15	2.12
Breuninger Dairies	Centerville, Md.	2.93			
Centerville Producers' Co-op.	Centerville, Md.	3.26	3.40	2.20	2.17
Duncans' Dairies	Springfield, Pa.	2.89	*3.10	2.04	2.01
Eachus Dairies	West Chester, Pa.	2.97	*2.96	2.04	2.01
Everett Milk & Ice Cream Co.	Everett, Pa.	2.17	*3.22	2.15	2.12
Harbisons' Dairies	Brandtsville, Pa.	2.92	*3.22	2.15	2.12
"	Byers, Pa.	2.92	*3.22	2.15	2.12
"	Carlisle, Pa.	2.88	*3.16	@2.15	@2.12
"	Hurlock, Md.	2.92	*3.22	2.15	2.12
"	Kimberton, Pa.	2.92	*3.18	@2.16	@2.13
"	Massey, Md.	2.89	*3.10	2.14	2.11
"	Millville, Pa.	2.83	*3.18	@2.16	@2.13
"	Sudlersville, Md.	2.89	*3.24	2.04	2.01
"	Altoona, Pa.	—	*3.18	2.15	2.12
Harshbarger Dairy	Boiling Springs, Pa.	2.70—2.70			
Hernig, Peter, Sons	Greencastle, Pa.	2.91	*3.10	2.04	2.01
Hershey Creamery Co.	Doe Run, Pa.	3.21	a3.40	2.20	2.17
Highland Dairy Co.	Eddington, Pa.	2.565	*3.24	2.04	2.01
Hill Crest Farms	Altoona, Pa.	2.37	*2.96	2.04	2.01
Hoffman's	Bedford, Pa.	2.465	*2.96	2.04	2.01
"	Huntingdon, Pa.	3.14	3.40	2.20	2.17
Johnson, J. Ward	Woodlyn, Pa.	3.25	b3.40	2.20	2.17
Martin Century Farms	Lansdale, Pa.	2.77	*3.24	2.04	2.01
May's Dairy	Altoona, Pa.	3.19	3.40	2.20	2.17
Miller-Flounders Dairy	Chester, Pa.	—	*2.96	2.04	2.01
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	3.06	a3.40	2.20	2.17
Nelson Dairies	Jeffersonville, Pa.	2.83			
New York City Buyers	201-210 Mile Zone	—	a3.40	2.20	2.17
Pebble Hill Farm	Doylestown, Pa.	2.54	*3.24	2.04	2.01
Penn Cress Ice Cream Co.	Cresson, Pa.	2.84	*3.20	2.16	2.13
Scott-Powell Dairies	Clayton, Del.	2.88	*3.26	2.16	2.13
"	New Holland, Pa.	2.91	*3.31	2.16	2.13
"	Pottstown, Pa.	2.72	*3.04	2.14	2.11
"	Snow Hill, Md.	2.85			
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.71	*3.07	2.13	2.10
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.77	*3.15	2.14	2.11
"	Chambersburg, Pa.	2.73	*3.09	2.15	2.12
"	Hagerstown, Md.	2.79	*3.18	2.15	2.12
"	Harrington, Del.	2.76	*3.13	2.14	2.11
"	Huntingdon, Pa.	2.86	*3.27	2.16	2.13
"	Leaman Place, Pa.	2.77	*3.15	2.14	2.11
"	Lewistown, Pa.	2.77	*3.15	2.14	2.11
"	Mercersburg, Pa.	2.77	*3.18	2.16	2.13
"	Mt. Pleasant, Del.	2.79	*3.15	2.15	2.12
"	Nassau, Del.	2.77	*3.07	2.15	2.12
"	Princess Anne, Md.	2.71	*3.18	2.16	2.13
"	Townsend, Del.	2.79	*3.15	2.14	2.11
"	Waynesboro, Pa.	2.77	*3.18	2.15	2.12
"	Worton, Md.	2.79	*3.10	2.04	2.01
Swavely, H. R., Dairy	Pottstown, Pa.	2.91			
Sylvan Seal Milk Co. (Del. only)	F. O. B. Farm	2.94	*3.25	2.16	2.13
Turner & Wescott	Glen Roy, Pa.	3.03	c3.40	2.20	2.17
Walnut Bank Farms	Quakertown, Pa.	2.70	*2.96	2.04	2.01
Charles G. Waple Dairies	Tyrone, Pa.	2.90	a3.40	2.20	2.17
Wawa Dairy Farms	Wawa, Pa.	—			

\*—A Class I-A Price of \$2.30 per cwt. of 4% milk applies in these markets.

\*—This price applies to that part of the Class I milk sold in Zone 1 of the Philadelphia Milk Marketing area—the price of that part of the

Class I milk sold in Zone 2 being 18 cents less per hundred pounds.

@—This is the price Inter-State is insisting that the out-of-state receiving station buyers pay to members in order that the price be uniform

both within and without Pennsylvania. As yet this has not been agreed to by the buyer.

a, b, c—Class I prices on 4% milk sold in Zone 1 of Area 1 are \$3.48, \$3.45 and \$3.41, respectively.



## Secondary Markets

### LANCASTER

The schedule of classes, percentages and prices on which producers were paid for their milk going to New York during January follows:

Classes	Percentages	Prices
I	43.74	\$3.11
I Outside	4.62	2.83
I Relief	1.61	2.54
II-A	14.49	2.811
II-B	2.07	2.541
II-C	2.30	2.402
III	18.69	2.302
IV-A	12.22	1.882
IV-B	.26	2.164

The blended price, after deductions and adjustments, was \$2.630 per cwt. for milk of 3.5 percent butterfat, f.o.b. 201-210 mile zone, the Lancaster price being \$2.665.

### WILMINGTON

A comparison of prices paid in January, 1942, with January, 1941, prices reveals that three of the larger Wilmington dealers paid \$.65, \$.58 and \$.63 more per hundred pounds than they paid a year ago. These increases have been secured almost entirely through the work of Inter-State in bargaining with Wilmington buyers. This is evident because there is no other organized group of producers in the market and no State or Federal agency operating in the area.

The Wilmington prices have been kept in line with recent increases in the Philadelphia market and it is hoped that when the Federal order for Philadelphia becomes effective similar increases and classification plans will be agreed to by Wilmington buyers.

The annual dinner meeting of District 9 was held at Red Lion on February 10 (details on page 15).

The supply of milk in the Wilmington area, according to Market Manager Floyd R. Ealy, has been increasing steadily the last several weeks and the market is now well supplied. Several producers have sold their herds due to lack of satisfactory farm labor.

### SOUTH JERSEY

The increase in Class I price became effective February 5, with producers getting one half the 1-cent per quart increase, distributors the other half. The increase was fought by several groups and, on a whole, the scrap did not help the industry.

Whenever possible, Inter-State representatives have given producers and the press a true picture of producers' needs.

Members in District 23 have held

their annual dinner meetings (see page 15), while the Burlington County Local of District 2 will hold its annual dinner at the Columbus Grange Hall on March 5.

By mutual agreement between the producers' committee and Abbotts Dairies, that company is buying milk in New Jersey, during 1942, on a straight utilization basis. Under this plan all producers will be paid each month for exactly the same percentage of their total production in each class as is paid to all other producers. This will be based on the use to which the buyer actually puts the milk and will vary from month to month as his proportion of Class I sales to his total purchases may fluctuate. This replaces the norm and excess plan which is commonly used in the State. Several other dealers have raised producers' norms for 1942.

### TRENTON

Production in the Trenton area is showing the usual increase as spring approaches, but there appears to be nothing serious in the situation.

The norm-excess plan, as announced last month, has been approved by the Director of Milk Control. His office has also made effective the price increase order, which was held up several days while an appeal was being heard.

The Trenton committee meets regularly the last Tuesday in each month and Market Manager Frederick Shangle maintains regular office hours every Tuesday morning at his office, 19 W. State Street. Members with marketing problems are urged to see him or meet with the committee.

### Keep Milker Rubber Clean To Lengthen Its Service

The rubber parts of milking machines need special and careful attention these days. Keeping these rubber parts clean is good business from two angles; first, they must be clean in order to produce clean, high-quality milk; second, clean rubber lasts longer.

Remembering that clean rubber lasts longer, we can well take the advice of one milking machine manufacturer in caring for this rubber. The rules for proper care are simple. They follow:

1. As soon after the milking as possible, rinse rubber parts in cold water, then wash them with hot water and a good washing powder or dairy cleanser.

Do NOT use soap or soap powder.  
2. Give rubber parts a good brushing.

3. Rinse in clean, hot water.  
4. Sterilize carefully with lye or chlorine solution or boiling water.

A milker's rubber parts can stand boiling . . . if . . . they are clean. If butterfat has collected on rubber, boiling will leave the rubber gummy, and gummy rubber won't last very long. A boiling in lye water is often recommended where rubbers have a coat of fat due to improper washing. Never pour boiling water onto rubbers so that it hits in one spot. Also be sure to use a false bottom of wood so that rubbers do not rest on the hot metal bottom of vessel.

One company, the Babson Brothers Company of Chicago, has gone one step farther and has urged all farmers using their milker to save their worn inflations and rubber parts and turn them over to their nearest dealers. These dealers will accumulate them and send them to the company which, in turn, will give them to Uncle Sam.

### Meeting Calendar

March 5—Dinner meeting, Burlington County Local, District 2—Columbus Grange Hall, 7:00 P.M.  
March 10—District 21 dinner meeting—Loysburg Grange Hall, 7:00 P.M.  
March 11—District 22 dinner meeting—Cordova, Md. (Place and hour to be announced).  
March 12—Harrington Local, District 12—(Place and hour to be announced).  
March 13—Nassau Local, District 12—(Place and hour to be announced).  
March 17—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.  
March 24—Alloona-Huntingdon Inter-State Milk Market Committee—Holidaysburg, Pa.  
March 31—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.

### Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during January, 1942.

Farm Calls	1181
Non-Farm Calls	358
Butterfat Tests	1853
Plants Investigated (first half Jan.)	12
(second half Jan.)	19
Herd Samples Tested	319
Brom Thymol Tests	871
Microscopic Tests	829
Membership Solicitations	269
New Members Signed	40
Local Meetings	3
Attendance	239
District Meetings	18
Attendance	2531
Committee Meetings	15
Attendance	134
Other Meetings	26
Attendance	2785

## Milk Speeds Up Work In War Industry Plant

AN outstanding example of the contribution the dairy industry has for National Defense is brought out at the Thermoid Company plant in Trenton, N. J. In April, 1941, Frederic E. Schluter, president of the company, inaugurated a plan to serve a half-pint of milk daily—free of charge—to each of the 1500 employees.

Everyone was a little skeptical. It was the first time such an experiment had been made and there was a great deal of doubt as to how it would work out. But, after six months' trial, the plant decided to continue the project indefinitely.

"At a time like this when everybody is under strain and pressing hard for more production to meet our defense requirements, we find this distribution of milk an important contribution," says Mr. Schluter. "It has not only benefited the health of the workers but has also increased their good will."

The plan operates simply enough. The plant runs on a three-shift basis—from 7 A.M. to 3 P.M., from 3 to 11 P.M., and from 11 P.M. to 7 A.M. with a half hour in each shift for lunch. When an employee works from 7 A.M. to 3:30 P.M. with his lunch period from 11 to 11:30 A.M., there is usually a let-down or fatigue point around 10 o'clock.

Working with this theory, the milk distribution was scheduled to hit this low point and a corresponding point during the other two shifts. The milk is served from 9 to 10 A.M., from 8 to 9 P.M., and from 4 to 5 A.M.

This girl worker, one of 1500 employees of the Thermoid Company, has just received her free half-pint bottle of milk.



It is loaded onto small hand trucks and wheeled through the plant by three of the men who can leave their work for approximately an hour. A five-minute recess is allowed in each department when the hand truck appears but not all workers use the full time. Those whose machines can't run unattended drink as they work.

Workers are enthusiastic. "To tell you the truth," said one girl working on Defense materials, "I never drank milk until they started giving it to us. I didn't even know what it tasted like."

"We didn't all drink it at first, either," she confided, "but now I never see any one refuse. We look forward to the milk truck, and you know that gives you a lift and makes the time go faster. Makes the work easier, too. We'd sure miss it if they took it away from us now."

When the service was started, only from 800 to 900 half-pints were used daily. But the experiment took hold and enthusiasm grew until now from 1450 to 1500 half-pints are ordered every day.

Since the plan was inaugurated, Mr. Schluter estimates that the plant has had:—

A 30 per cent reduction in accidents, with an improvement in safety.  
Fewer absences due to illness, indicating a general improvement in employee's health.

An increase in production during the several hours that were formerly fatigue or low points in the employees' day. Since practically all workers are on a piece work basis, their

incomes have correspondingly increased.

The milk service costs the employees nothing. No time is lost in plant production. The boost given to what would normally be fatigue points and the improvement in employees' health largely make up for the expense to the company.

Mr. Schluter stated that the average loss to Thermoid employees due to illness and accidents is nine and a half days a year. On this basis, they would lose a total of 13,300 man days a year or approximately \$66,500 in wages.

"If you consider 17,000,000 industrial workers in the nation losing 10 days a year each," he pointed out, "this means about 160,000,000 man days a year and a loss in wages of over \$800,000,000. Any reduction of this figure at this time should be a vital contribution to the nation's defense production requirements."

"The five minute recess and the milk are one of the best investments in employees' health and production efficiency we have ever made," he concluded. "The plan pays two-way dividends—to the company as well as to the employee. We have not had it in operation long enough to determine its results on an annual basis, but the outcome so far has been so satisfactory that we plan to continue it indefinitely."

The Thermoid Company is one of many industrial plants in this area with which the Philadelphia Inter-State Dairy Council is constantly working to increase the use of milk among employees as a means of improving their health and boosting war production.

A truck load of milk from a local dairy is being unloaded by two employees of the Thermoid Company. Each employee may have a half-pint bottle of milk each day.





## Court Decision Clarifies Limits of Milk Control

THE decision by the United States Supreme Court in the "Wrightwood case" is of great and direct interest to producers supplying the Philadelphia milk marketing area. A unanimous decision upholding the right of the Federal Government to regulate the marketing of all milk in an interstate market means that the business of a single dealer in such a market who may not be engaged in interstate business can not disrupt the market as a whole.

This case arose in the Chicago market when the Wrightwood Dairy Company insisted that since they bought no milk outside of Illinois the Federal milk marketing order did not apply to them. The local Circuit Court of Appeals upheld that contention and the Department of Agriculture appealed the case to the Supreme Court. A unanimous decision was handed down on February 2, with Chief Justice Stone delivering the opinion of the court.

A few of the most significant passages from this opinion are quoted herewith:

"It follows that no form of state activity can constitutionally thwart the regulatory power granted by the commerce clause to Congress. Hence the reach of that power extends to those intrastate activities which in a substantial way interfere with or obstruct the exercise of the granted power . . . .

"As the court below recognized, and as seems not to be disputed, the marketing of intrastate milk which competes with that shipped interstate would tend seriously to break down price regulation of the latter. Under the conditions prevailing in the milk industry, as the record shows, the unregulated sale of the intrastate milk tends to reduce the sales price received by handlers and the amount which they in turn pay to producers. Study of the order which we have summarized makes clear that the unregulated handler selling fluid milk can pay producers substantially less than the minimum price set in the order for milk of that class, and yet pay as much as, or more than, the 'uniform price' prescribed by the regulatory scheme for all producers, which is based upon the average price for the several classes of milk combined. Such a handler would have an advantage over others in the sale of the class of milk in which he principally deals, and could force his competitors dealing in interstate milk to surrender the market or seek to reduce prices to producers in order to retain it . . . .

"We conclude that the national power to regulate the price of milk moving interstate into the Chicago, Illinois, marketing area, extends to such control over intrastate transactions there as is necessary and appropriate to make the regulation of the interstate commerce effective; and that it includes authority to make like regulations for the marketing of intrastate milk whose sale and competition with the interstate milk affects its

Mrs. Bryson Rosenberry of Lancaster, Pa., snapped this picture of her husband at work shredding fodder to feed his dairy herd.



### Booklets Available

Two new pamphlets have just been issued by the National Fertilizer Association of Washington, D. C., both of which should be of interest to livestock and dairy farmers.

"Using Superphosphate with Manure" calls attention to the necessity for saving as much nitrogen as possible in farm manure, and making it more effective with the addition of superphosphate.

"More Milk and Meat From More Grass" makes suggestions for efficiently increasing pasture and forage production and consequently livestock products.

### Jersey Class I Price Up 23 Cents on February 5

The Class I price increase in New Jersey became effective on February 5. The new price is \$3.60 per hundred pounds of 3.5 percent milk f.o.b. the dealer's plant, an increase of \$.23. The 4 percent price is \$3.80.

No change was made at that time in the price of Class II milk (for cream) or Class III milk (for butter, ice cream or other manufactured products).

The orders issued by Director of Milk Control Arthur F. Foran originally called for this increase to be effective January 26. Appeals were made, however, and testimony was not completed until several days

price structure so as in turn to affect adversely the Congressional regulation."

The lower court's opinion on this matter was handed down about the time of the Federal-State milk hearing in Philadelphia and that decision was cited by counsel for some of the milk dealers to show that a Federal order here would not apply to the clients of this particular counsel. The Supreme Court, however, reversed that stand, leaving no doubt that a Federal order would apply to any dealer operating in the Philadelphia marketing area, since a substantial part of the milk in this market crosses state lines on its way to market.

after that date and, as a result, the effective date of the order was postponed pending the outcome of the appeal.

The testimony was taken by the Milk Control Board which, under the present New Jersey law, serves as a board of appeal on matters acted upon by the Director of Milk Control. Principal parties participating in the appeal were Atlantic City restaurant people, certain consumer groups and some milk dealers.

Since the new price became effective instances have been reported of milk being purchased from outside of New Jersey and, therefore, beyond jurisdiction of the New Jersey Milk Control law, at prices under those stated in the price orders. It is believed that these have been isolated cases and that with the present condition of dairy markets it is uncertain whether or not such practices could become general.

### Army School Takes Over Farm Show Building

A large part of the Pennsylvania Farm Show building has been taken over by the Pennsylvania Board of Vocational Training for the training of airplane mechanics for the United States army air corps. The training center being established there will be an adjunct of the Middletown air depot. The training course in these buildings is starting operations about March 1.

### Inter-State Offers Leaflet Explaining Grass Silage

Grass silage has been growing rapidly in popularity during the past few years and it possesses certain important advantages in the dairy feeding program. This year there is some uncertainty, however, in the availability of molasses and phosphoric acid which are the most common preservatives.

A concise summary of the grass silage subject, its advantages and disadvantages, is contained in a mimeographed leaflet recently prepared by Inter-State. This leaflet lists the crops suitable for ensiling, discusses briefly the different preservatives that may be used to promote proper fermentation and also discusses various types of equipment that can be used in harvesting and putting the crops into the silo. Copy of the leaflet will be sent Inter-State members upon request.

### Wheat Can Be Fed To Dairy Cattle

Many dairymen are asking how wheat can be used in the dairy ration. R. H. Olmstead, Dairy Specialist at Pennsylvania State College, offers some suggestions on the subject.

Wheat is a desirable feed for dairy cattle. It is nutritious, quite palatable and compares in feeding value with corn or barley. Because the kernel is hard and small it should be ground medium fine or rolled.

Wheat should not be fed alone or in large amounts but in combination with other feeds. It can be substituted for part of the corn, barley or other home-grown grains. It can make up one-fifth to one-fourth of the grain mixture.

Wheat does not take the place of bran as the effect on an animal's digestive tract may be considerably different. Wheat is a rather heavy, pasty feed while bran is light, cooling and laxative.

### Dairymen and the War

(Continued from page 3)

time plans based on the assumption that conditions are going to remain as they are today. We will probably have to get along without a lot of things that we have had in the past. With conditions changing as rapidly as they have in the past year and as they may change in the future, we should try to be in a position to make adjustments rapidly. We do not have the answers to all the problems, but we have the problems just the same.

The rapid changes made by the

## Here's a Way to GET MORE MILK!

FEED YOUR HERD  
**BEACON**  
TEST  
COW  
RATION



Superb's Faithful 410579—Owned by Foremost Guernsey Association, Inc., Hopewell Junction, N. Y.—the first and only Guernsey to make two consecutive 1000-pound fat records. She did it on Beacon Test Cow Ration.

Increased milk production begins at feeding time. That's why, if you want more milk from your cows, you should first look to their feed. Put them on Beacon Test Cow Ration—the feed that has helped establish five World's Records!

Beacon Test Cow Ration is a high-production feed—but it is also a safe feed. It is designed neither to force nor to overstimulate milk production. Instead, it helps build up your cows' flesh, health and body reserves so they naturally reach and hold a higher production level!

Let Beacon Test Cow Ration help you get bigger milk checks and more profits! Decide now to make it the standard feed for your herd. The name Beacon is your assurance of quality and satisfaction. See your nearest Beacon Dealer who will gladly supply you.

THE BEACON MILLING COMPANY, Inc.  
Cayuga, New York



The BEACON System — a proved feeding plan for the entire life cycle of the dairy cow.

dairymen of the country and by the dairy industry are the principal reasons why so much progress toward desired goals was made in 1941. More needs to be done in 1942.



## Prices Go Up In Nine Areas

EFFECTIVE March 1, increases in milk prices were authorized by the Pennsylvania Milk Control Commission in several markets of the State. The orders were issued on the basis of hearings held in January and were approved on February 18. Of special interest to Inter-State members are orders A-87, for the Lancaster area; and A-89, for the Reading-Berks area, especially Zone 2 of that area, which includes much of Chester County.

The Class I price in Lancaster was raised from \$2.85 to \$3.12 per hundred pounds of 3.5 percent milk. The Class 1A price was increased by \$.10, from \$2.10 to \$2.20; the Class II price by \$.18 and Class III by \$.05 and, with butter at \$.35, would be \$2.02 and \$1.38, respectively, per hundred pounds.

The Class I price in Zone 2 of Area 15 was increased from \$2.90 to \$3.15 per hundred pounds and in Zone 1 from \$2.76 to \$3.07, all other class prices being the same as those in the Lancaster marketing area. Both these orders also include a Class IV, for milk used in the manufacture of chocolate, candy and confectioneries, and a Class VI for milk used in the manufacture of any cheese other than cottage cheese. These classes are relatively unimportant.

Other marketing areas for which orders were issued at the same time are Area 5, Scranton; Area 6, Lehigh; Area 7, Erie; Area 8, Harrisburg; Area 12, York; Area 13, Williamsport, Sayre - Athens, and Area 17, the Northwestern area, formerly a part of the State-Wide area. Each of these price orders is based upon 3.5 percent milk.

The Class I price in Area 5 was increased from \$3.01 to \$3.12; in Area 6 from \$2.76 to \$3.07; in Area 8 from \$2.72 to \$3.07; in Area 12 from \$2.80 to \$3.12; in Area 13 from \$2.85 to \$3.13 and in Area 17 from \$2.63 to \$2.76.

The Class 1A price was increased from \$2.10 to \$2.20 in Areas 6, 8 and 12; from \$2.10 to \$2.25 in Areas 5 and 13; from \$2.10 to \$2.30 in Area 17 and from \$2.10 to \$2.40 in Area 7.

The Class II price, based on a butter price of \$.35, was increased from \$1.84 to \$2.02 in Areas 8 and 12; from \$1.77 to \$2.02 in Area 6; from \$1.79 to \$1.97 in Area 17 and the Class II price in Areas 5, 7 and 13 is to be determined, under the new orders, by formulae based upon prices at mid-western condenseries.

The formula for the Class III price was increased by \$.05 per hundred pounds in each of these areas except Area 7 and, with \$.35

butter, the price would be \$1.38.

The differential for variation in butterfat test remains at \$.04 per point on Classes I and 1A and was increased from \$.04 to \$.05 a point on Class II. The Class III differential continues in direct relationship to the price of 92-score butter at New York.

Retail price increases of \$.01 per quart were ordered in all these areas except Erie and Scranton, with corresponding increases in the retail prices of cream.

### Issue Tentative Changes In New York Order

Proposed amendments to the New York Milk Marketing Order have been prepared following hearings held in that market during January. Interested parties have been given until March 7 to file exceptions.

The proposed amendments would establish a price of approximately \$2.85 for Class I milk during April, May and June, following which the price would return to about \$3.10 per hundredweight. The present price is \$3.11 for 3.5 percent milk f.o.b. plants in the 201-10 mile zone.

Some changes in classification are also proposed and would especially concern the classification and pricing of milk sold for cream outside the New York Marketing Area.

Because of the automatic reduction in price on April 1 and the need for early attention to this matter, several suggestions for changes in the order were not included in the proposed amendments. It was stated that further study is needed and these matters will be taken up at a later date.

FEBRUARY, 1942, BUTTER PRICES

Date	Philadelphia	New York	Chicago
2	35 1/2	35	35 1/4
3	35 1/2	35	35
4	35 1/4	34 3/4	34 3/4
5	35 1/4	34 3/4	34 3/4
6	35 1/4	34 3/4	34 3/4
7	—	—	34 3/4
9	35 1/4	34 3/4	34 3/4
10	35 1/4	34 3/4	34 3/4
11	35 1/2	35	34 3/4
12	35 1/2	—	34 3/4
13	35 1/4	34 3/4	34 1/2
14	—	—	34 1/2
16	35 1/4	34 3/4	34 1/2
17	35 1/4	34 3/4	34 1/2
18	35 1/4	34 3/4	34 1/2
19	35 1/4	35	34 1/2
20	35 1/2	35	34 1/2
21	—	—	34 1/4
23	—	—	34 1/4
24	35 1/4	34 3/4	34
25	35 1/2	34 3/4	34
26	35 1/4	34 3/4	34
27	35 1/4	34 3/4	34
28	—	—	34
Average	35.31	34.82	34.49
Jan. '42	35.94	35.45	35.17
Feb. '41	31.30	30.80	30.07

"Say, waiter, is this an incubator chicken? It tastes like it."

"I don't know, sir."

"It must be. Any chicken that has a mother could never get as tough as this one."

## Baker Lists Nine Points For Farmers to Watch

INTER-STATE members attending the meeting of District 9 at Red Lion, Del., on February 10 were given some pertinent facts concerning the 1942 agricultural situation by Kenneth W. Baker, Associate Director of Extension at the University of Delaware.

Present information indicates a further increase in the number of dairy cows and heifers and some increase in dairy product prices. It is believed probable that feed grain prices will rise only moderately.

A 10 percent increase in egg output is expected, due to more chickens and higher production per bird. The fruit and vegetable situation is confused with probable higher prices and increased demand, which may be tempered by community gardens. Garden seeds are scarce and high in price.

Fats and oils will be in heavy demand and will be met in part through larger hogs and increased soy bean acreage.

Feed grain prices will be stimulated through increased demand but, at the same time, will be held from excessive gains by Government action on crops now in storage.

Mr. Baker, in his talk, pointed out that farm machinery may be a production bottle neck, with new machinery limited to 80 percent but repair parts 150 percent of 1940.

One product which is extremely short is burlap and efforts are being made to increase the fabrication and use of cotton bags. There may be some shortage in containers for home food canning.

Temporary pinches in transportation may be experienced, which indicates the wisdom of all farmers keeping at least a 3-day to a week's supply of regularly used goods on hand at all times.

Under "Your Job As a Farmer," Mr. Baker listed nine major points. They are:

1. Develop a complete, balanced, long-time farm plan.
2. Make temporary modifications as times and conditions may require or warrant them.
3. Make early purchases of necessities to avoid delays and increased outlay of money; such as farm machinery, repairs, fertilizer, etc.
4. Avoid major increases of capital investments and liabilities.
5. Wherever possible, reduce outstanding obligations.
6. Conserve waste materials such as scrap iron, paper, etc.
7. Make better use of the things you have.
8. Prepare for a post-war period

that may be much less favorable.

9. Don't neglect the health and education of your children, as it must be remembered that they will carry a large part of the burden in the post-war readjustment period.

In concluding, four obligations of farm leaders were outlined. Mr. Baker stated that it is necessary that leaders (1) tell farmers the facts, (2) assist in the development of the proper attitude, (3) see that every possible resource, fact and source of information is made available for the farmers, and (4) assist farmers in every way to understand better the job ahead and do everything to make their task both possible and profitable.



DON'T give milk-spoiling bacteria a chance to hide beneath a coating of milkstone. Play safe. Protect your milk by cleaning milk pails and milking machines regularly with DICOLOID. A concentrated powder, DICOLOID is easily applied with a wet brush. Its powerful action removes stubborn contamination in a jiffy... without injury to the utensil. Made by the makers of Diversol, order from your hauler today. The Diversol Corporation, Chicago, Ill.

## DE LAVAL MILKERS ARE SERVING THE FARMERS OF THIS COUNTRY

- 1 BY SAVING VALUABLE TIME AND LABOR: De Laval Milkers save at least half the time and labor of milking by hand.
- 2 BY INCREASING MILK PRODUCTION THROUGH BETTER MILKING: Best, fastest and cleanest milking maintains highest production throughout the cow's entire lactation period and lifetime.
- 3 BY IMPROVING THE QUALITY OF THE NATION'S MILK: The many exclusive sanitary features of De Laval Milkers keep bacteria counts low—make production of cleanest high quality milk sure and easy.
- 4 BY IMPROVING HERD HEALTH AND PRODUCTIVITY THROUGH BETTER MILKING: De Laval's correct, fast and gentle milking action and perfect-fitting teat-cups milk each cow properly.

**THE DE LAVAL MAGNETIC SPEEDWAY**

The world's best, fastest and cleanest milker—the only method of milking that assures that each cow will be milked in the same uniform, regular and correct manner each milking. All units in use milk alike with pulsations controlled by magnetic force directly from master control in the pulso-pump.

**2**

**GREAT DE LAVAL MILKERS**

**THE DE LAVAL Sterling**

A worthy companion to the wonderful De Laval Magnetic Speedway Milker—the De Laval Sterling provides De Laval-quality milking and is a great milker particularly for smaller herd owners to whom lower price is an important consideration. The Sterling Pulsator has only two simple moving parts.

**DE LAVAL SEPARATORS ARE SAVING, TOO**

Butterfat is the most valuable of all animal fats—we can afford to lose none of it. Thousands of farmers are making dead sure of this by installing new De Laval Separators, for they know that all De Laval Separators, regardless of size or price, skim cleanest, last longest are easiest to wash and cost less per year of use. A size and style for every need and purse.

**THE DE LAVAL SEPARATOR COMPANY**

**NEW YORK**  
165 Broadway

**CHICAGO**  
427 Randolph St.

**SAN FRANCISCO**  
61 Beale St.

**KEEP THEM MILKING!**

## Outlook Is A Question Mark

As with almost everything today, the truest thing that can be said about the 1942 dairy outlook is the uncertainty of it, according to Dr. Kenneth L. Hood of Pennsylvania State College, as stated in his talks before Inter-State members and their friends at the Huntingdon County meetings on January 29.

In his talks Dr. Hood called attention to the 125 billion pound production quota for milk in 1942, which is 7 percent above 1941 production. Pennsylvania has been asked to increase her production by 4 percent. Due to the lack of manufacturing facilities for cheese and evaporated milk, Pennsylvania must use any increase in production for fluid consumption or for ice cream, the latter product being subject to limitations because of possible sugar shortages.

There is a 3.2 percent increase in the number of cows and heifers in the country, Pennsylvania sharing in this trend with a 2 percent increase. Efforts to increase herds through buying cows is discouraged by Dr. Hood, who pointed out that such a transaction merely

moves a cow from farm to farm.

Efficient farm labor was described as scarce and high in price, with the possibility of the situation becoming acute during harvest season. Barring drought or other unforeseen circumstances, the feed supply in Pennsylvania should not be serious, and there is prospect of higher milk prices due to increased demand and Lend-Lease purchases.

In concluding his talk Dr. Hood stressed a few important adjustments being urged upon farmers for 1942: (1) the paying of long-time debts—it may be hard now but will be still harder after the war; (2) improve the productive equipment, including livestock, soil and pastures—this results in economical production; (3) avoid unnecessary expansion; (4) buy farm supplies in advance of needs; (5) keep machinery in repair; (6) keep farm accounts in order to analyze your business and for making up your income tax return; (7) remember food production is as essential in this war as building airplanes, manning ships or fighting in the trenches.



## Feeds Up—Prices Level Off

**F**EED prices in February showed increases over January and also over February a year ago, according to data compiled from feed dealers' reports over Inter-State territory. The increases over January ranged from 1.69 percent on cottonseed meal up to over 7 percent on linseed meal and brewer's grains, with mixed dairy rations 4 to 5 percent higher. Increases over a year ago ranged from 24 percent on brewer's grains to almost 38 percent on wheat bran. A tabulation showing prices and comparisons will be found on page 6.

A USDA report on feed prices showed that during the week ending February 25 the prices of oilseed cakes and meals and of corn feeds dropped from \$.50 to \$1.00 per ton from the previous week, with most other feeds unchanged.

**Heavier feeding** of concentrates is being practiced, in spite of the increased costs over a year ago. This is, apparently, in response to the request for greater production. The February 1 report showed an average of 6.8 pounds of grain being fed per cow per day in Pennsylvania, 0.1 pound more than a year ago; New Jersey, 8.6 pounds per day, an increase of 0.7 pound; and in Maryland 6.7 pounds per day, an increase of 0.3 pound. Delaware figures were not included in the report.

**Milk production**, based on reported deliveries, were approximately 278 pounds per day during the week ending February 14, which was 15 pounds higher than for the corresponding week a year ago, according to the Weekly Milk and Cream Review of the USDA. Inter-State's records covering January showed that the approximate average deliveries from 4600 herds were 254 pounds, 19 pounds or 8.09 percent higher than in January, 1941.

**Cream** was quoted in the Philadelphia market, during the week ending February 21, at \$17.50 per 40-quart can of cream meeting Pennsylvania approval only and \$18.00 per can for cream also meeting Lower Merion and Newark approvals. In terms of 4 percent milk these prices were equivalent to \$2.09 and \$2.15 per hundred pounds, respectively, with no allowance made for the value of skimmilk. The February Class II price, established by the Pennsylvania Milk Control Commission, is \$2.17 for 4 percent milk, f.o.b. Philadelphia.

**Fluid milk sales**, according to a

report from the Milk Industry Foundation covering 152 markets, had increased 4.59 percent over January, 1941, averaging 7,177,161 quarts per day. No data on this subject is available for the Philadelphia market. Milk company payrolls for January were 7.11 percent higher and employment, 2.52 percent higher than last year.

**Supplies of manufactured milk products**, apparently, are keeping pace with the demand for more dairy products. Stocks of evaporated milk on February 1, 1942, totaled about 253 million pounds, 33 percent more than the same day last year. Evaporated milk production of 311 million pounds in January was 82 percent higher than in January, 1941. Evaporators paid \$2.16 per hundred pounds of 3.5 percent milk in January, \$.01 less than in December. The wholesale price per case of evaporated milk was reported the same as in December, but later reports indicate a recent reduction of \$.20 per case, roughly equivalent to \$.20 per hundred pounds of milk.

**Dry skimmilk production** in January was 38 million pounds, 4 million higher than a year earlier,

while dry whole milk production was slightly over 4 million pounds, 38 percent higher than the year before. Skimmilk powder prices, including powder for both animal and human food, averaged 12.8 cents per pound in January, a 1/2-cent per pound increase over December and 6.5 cents higher than in January, 1941.

**Creamery butter** production totaled 121 million pounds in January, off 10.5 percent from the 136 million pounds produced in January, 1941. American cheese production, however, was considerably higher, the 56 million pounds produced in January being 19 million pounds, or 51.8 percent, over the 37 million pounds made in January, 1941.

A certain man we know has an aptitude for after dinner speaking. At a recent dinner party his wife was asked which after-dinner speech of his she preferred.

The lady looked up with a long-suffering expression. "I think the best after-dinner speech I ever heard him give," she sighed, "was this: 'I'll help with the dishes, dear.'"

## Our 1942 Goal for Milk

The United States Department of Agriculture has suggested production goals for various farm products in 1942. Milk, being the raw product for the defense items of cheese and evaporated milk, is one of the major products on which substantial increases are being urged. The 1942 goal has been set at 125 billion pounds of milk for the country, which is 12 percent over the 1940 production and 7 percent over the 1941 production.

The largest suggested increase on a percentage basis, also on a poundage basis, has been set for Wisconsin, with 20 percent more milk being urged than was produced in 1940. This is due to the abundant facilities

in that state for the manufacture of both evaporated milk and cheese, Wisconsin leading the nation in both of these products.

The production goals set within our own milk shed provide about a 7.6 percent increase over 1940, the Maryland increase of 12 percent being the greatest of any of our four states.

The following tabulation shows the production of milk in 1939, 1940 and 1941, together with the suggested goals for 1942 for each of the states of the Philadelphia milk shed and also for Wisconsin and the country as a whole. The percentages of increase of 1942 over 1940 and 1941 are also shown.

Milk production in 1939, 1940 and 1941 and suggested Goals for 1942, With Percentages of Increase in 1942 over 1941 and 1940. (In millions of pounds)

	1939 Prod.	1940 Prod.	1941 Prod.	1942 Goal	% Increase '42 over '40	% Increase '42 over '41
Delaware	143	144	152	155	8	2
Maryland	875	893	939	1000	12	6
New Jersey	909	937	970	1000	7	3
Pennsylvania	4622	4778	4900	5111	7	4
4-State Total	6549	6752	6961	7266	7.6	4.4
Wisconsin	11973	12665	13420	15156	20	13
U. S. Total	108558	111072	116809	125000	12	7

## Large Attendance of Members Features District Meetings

**F**EBRUARY was another heavy month in the schedule of District dinner meetings. The month's program started with two meetings in District 20 on February 3, attended by 255 persons. One was held at noon in the Sinking Valley Grange Hall, which members of the Port Matilda and Sinking Valley Locals attended, and the other was held at 7:00 P.M. at Duncansville, for members of the Claysburg, Curryville, Hollidaysburg, Cresson and Williamsburg Locals.

The featured speaker at each of these meetings was O. H. Hoffman, Jr., manager of Inter-State, who discussed the marketing problems facing dairymen and the work of Inter-State in meeting these problems. This included the legislative work in obtaining amendments to the Pennsylvania Milk Control law and the work of the Pennsylvania Milk Control Commission in obtaining increased prices for milk. The reasons for and the general content of the proposed Federal milk marketing order were also discussed at these meetings.

On February 5, 325 members and their friends of District 19 met at Chestertown, Md., with Mr. Hoffman again on the program. Another featured speaker was Dr. E. W. Gaumnitz, Associate Administrator of the Surplus Marketing Administration, USDA, who discussed the war as it is affecting farmers and dairymen. Mrs. Hester Provenson of the University of Maryland also spoke at this meeting.

On the same day the annual dinner meeting of District 15 was held at West Chester, with F. P. Willits, Jr., Inter-State's statistician, and Howard W. Wickersham, director from District 15, addressing the 170 persons present. The principal discussion at this meeting was the proposed Federal milk marketing agreement for the Philadelphia area, the important features of it, especially those relating to price and returns, being explained to the members.

The members of District 9 met 185 strong at Red Lion on February 10 for their annual dinner meeting. In addition to Mr. Hoffman, who again discussed the marketing problems facing producers, Kenneth W. Baker, Associate Director of Extension at the University of Delaware, outlined in considerable detail some of the major problems facing farmers and adjustments they will have to make because of the war. A summary of his talk will be found on page 13.

The Bay View and Providence Locals of District 10 held their annual dinner at Bay View on February 12, with I. Ralph Zollers, secretary-treasurer of Inter-State, being the principal speaker before the 105 guests present. He brought before the members the major marketing problems facing producers and the work of the Cooperative in meeting them. This again included a discussion of the principal features of the proposed Federal milk marketing order for Philadelphia. Also featured on this program was John J. Leech, vice-president of Beacom's Business College in Wilmington, who discussed some important phases of the war situation.

On the same evening the Woodstown, Salem and Mullica Hill Locals of District 23 met at Woodstown, N. J., with Mr. Hoffman and Arthur F. Foran, Director of Milk Control in New Jersey, addressing the 235 members and their guests. This program served to bring out some of the complex problems of milk control and the difficulty of obtaining for producers the prices which they should have.

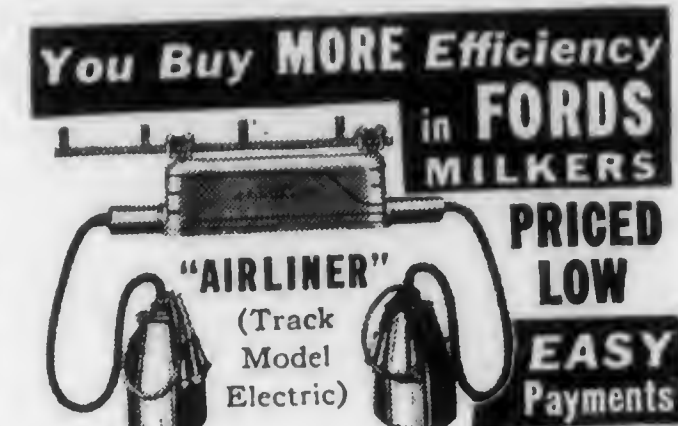
The District 4 dinner meeting was held at Hurllock, Md., on February 17, with Mr. Hoffman again discussing the paramount marketing problems, including the circumstances which compelled Inter-State to request a Federal order, the status of that order and what it would likely do for producers when it becomes effective. The attendance was 180.

The final meeting of the month was that held at Deerfield, N. J., on February 18, for the Deerfield Street and Bridgeton Locals, with an attendance of 107. Accompanying Mr. Hoffman on this program was Wm. H. Allen, Secretary of Agriculture in New Jersey, who discussed some of the war problems faced by New Jersey agriculture.

Dudley Winter, Inter-State fieldman, also had a busy month, having appeared at the two dinners in District 20, the dinners in Districts 4 and 9 and at the District 23 dinner held at Woodstown. His repertoire of magical tricks continues to mystify while entertaining.

At the Deerfield meeting in District 23, Robert McKinley of the Philadelphia Inter-State Dairy Council demonstrated to the members and their guests one of the means that the Dairy Council uses in reaching high school students and arousing their desire for milk.

Precedents are giving way to progress.



Extreme simplicity of design makes FORD'S Milkers easiest to clean and keep clean. Eliminates milking "behind the cows", well up away from litter. Easy to operate, too—no pipelines, quickly installed in any type barn. Backed by 30 years of progress, every material the finest, fully guaranteed. Full line, gas or electric models. Get complete details NOW! **WRITE TODAY** MYERS-SHERMAN CO., 1312 E. 12th St., Streator, Ill.



### Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

### DAIRY CATTLE SUPPLIES

Electric cow and calf weaner positively stops all sucking habits instantly, cures permanently in a few days. Uses ordinary flash light cells. Sample sent on five days' free trial. Dealers wanted for complete line of allied items. KOW KICKER CO., Sioux City, Iowa.

## Cash Prizes For Winning Pictures in the REVIEW PICTURE CONTEST

### Prizes—

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

### Open to—

Members of the Inter-State Milk Producers' Cooperative and their families.

### Requirements—

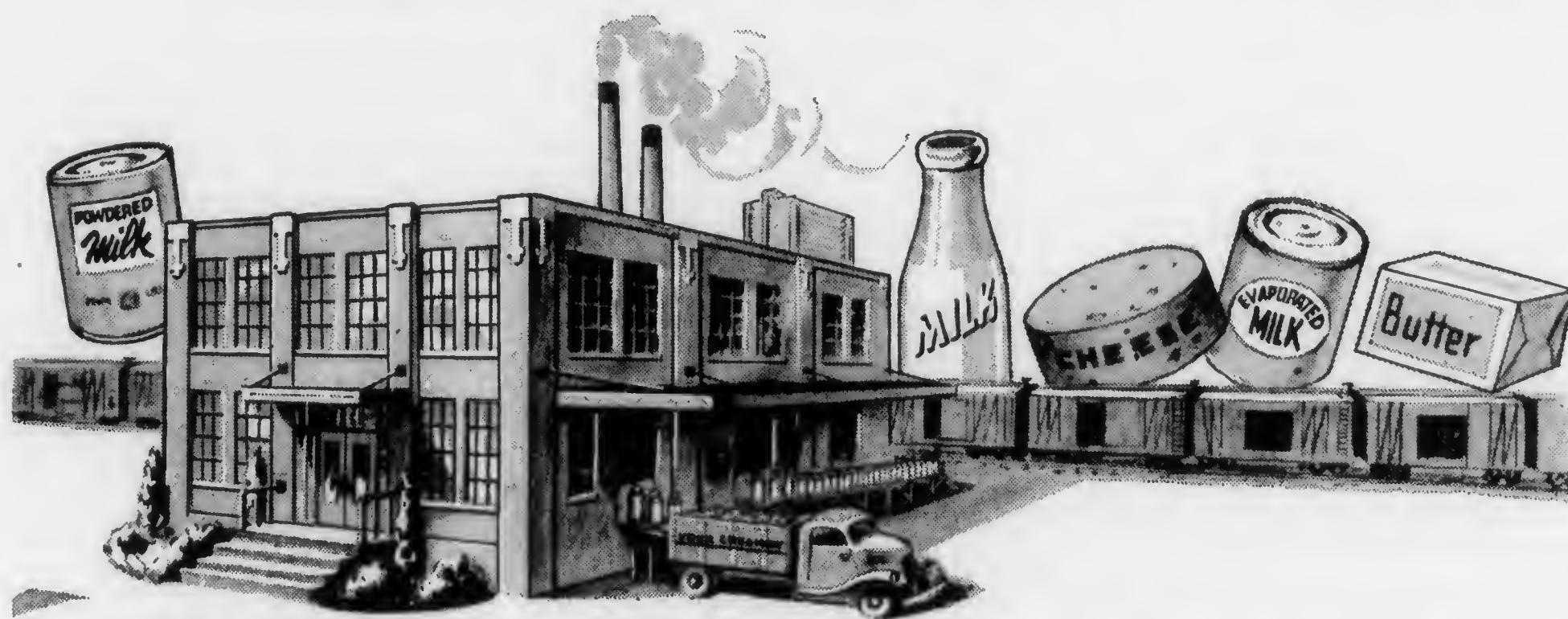
1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture.
4. Identification of sender.

(Unused pictures will be returned)





# YOUR COUNTRY NEEDS MILK PRODUCTS NOW!



It is important to build better herds, improve feeding, barn and sanitary conditions, but, it is just as important to **SAVE MILK.**

Every gallon of milk **SAVED** is equal to an extra gallon **PRODUCED**

## One Pail of **MUTUAL** at \$3.<sup>30</sup>

**Mutual**—THE MILK-FOOD  
COMPOUND FOR BABY CALVES—  
PIGS—POULTRY



### Saves Over 1200 Pounds of Whole Milk

- **MUTUAL** is the highly concentrated milk-food compound, rich in all of the elements necessary to raise healthy calves. One pail will raise **TWO** calves to six weeks.
- **MUTUAL** is simply dissolved in water and fed like milk.
- **MUTUAL IS GUARANTEED** to equal whole milk feeding results for calves at less than one-fifth the cost. Mixed to feed at less than  $\frac{1}{2}$  the cost of separated milk. Money refunded if you are not satisfied.

DISTRIBUTED BY LEADING MILK COMPANIES THROUGHOUT  
THE NATION AS A SERVICE TO PATRONS

**ORDER a Pail from your Milk Company TODAY!**

**Mutual Products Co., Minneapolis**

"My dear, surely you haven't spent all the afternoon at the Smiths?"

"Yes, auntie. They said such things about everyone who left that I didn't dare come away."

The person who knows but little invariably tells more.

Scrub livestock multiply just as fast as pure breds, but they almost always get the wrong answer.

Sentry: "Halt! Who goes there?"  
Voice: "American."  
"Advance and recite the Star-Spangled Banner."  
"I don't know it."  
"Proceed, American."

## Special Edition

INTER-STATE

# Milk Products Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXII

Philadelphia, Pennsylvania, March 16, 1942

Special

## Federal Order Announced, Gets Inter-State's O K

The Federal order is ready for your ballot and the referendum will be held on March 20th. Inter-State's directors have unanimously determined to vote on behalf of their members, as they are permitted to by law, and will cast their vote in favor of this order on that date. They are doing this for the following reasons:

1. This is the order which we were obliged to request after we had exhausted every other possibility of accomplishing the following things for producers:
  - (a) Securing for them a reasonable return.
  - (b) Securing a uniform price for milk similarly used regardless of where purchased.
  - (c) Securing of complete auditing of dealers' books and rigid enforcement of orders written.
2. It establishes a Class I price of \$3.58 for 4 percent milk per hundredweight **BY VOLUME**, this from the time it goes into effect until July 1, at which time this price automatically goes to \$3.70.
3. It establishes a Class II price upon a competitive basis, using a combination of cream and skim milk values in the open market. This price will vary from month to month. In February it would have been \$2.38 for 4 percent milk instead of \$2.17, at it was under the State order.
4. It provides that if a dealer, under restricted conditions, makes butter, this also is to be paid for on a basis of competitive values. This price in February would have been \$2.22 per 100 pounds of 4 percent milk.
5. Each dealer is required to pay on his own blend price just as he did in the past.
6. The order provides for Grade "A" premiums.
7. The order provides for the establishment of a local Market Administrator's office, which will regularly audit dealers' purchases and sales. It requires dealer reports monthly from which the market administrator calculates and announces each dealer's blended price **FOR HIM**.

Inter-State's directors know this is not a perfect order. They did not expect it to be. However, they believe it is a step in the right direction and in their sober judgment have determined to cast their ballot for it. If, after it has been in operation, it appears that changes are necessary to make it do a better job, Inter-State will certainly propose such changes.

At the dinner meetings held this winter, Inter-State's members approved the casting of a single ballot on their behalf by the directors. Those producers who are not members of a cooperative organization (which has been qualified to vote for them), if they want to take part in this election, will be obliged to vote individually at polls which we understand will be established for them.

The order will shortly become effective, provided 75 percent of the producers voting cast their ballot in favor of it on next Friday.

Read this Special Edition of The Review carefully for full details.



# The Order—What It Contains

## Important Sections Summarized

**T**HE MARKETING order for the Philadelphia market, as tentatively approved by the Secretary of Agriculture of the United States, appears on this and following pages, with explanatory notes covering many sections of the order. The order is printed in regular light face type (like this) and the explanatory notes are printed in light face italics (like this) with a few of the high points emphasized by means of bold (black face) type.

The order is carried in full so that Inter-State members who so desire may read the entire order. The explanatory notes are to summarize briefly the section or paragraph immediately preceding such notes, and are included for the convenience of members who may wish to obtain a summary of the principal features of the order without studying the detailed and specific wording of each paragraph and section.

The wording of the order may appear intricate to many readers, but it is written in this manner in order to meet the needs as shown in more than eight years of experience in the operation of Federal marketing orders. This experience includes court decisions covering practically every controversial feature of the marketing act and of these orders. Similar marketing orders are now in effect in 24 other milk markets of the country.

In considering this language as used, we ask our members and other readers to keep in mind this fact—the order is so written that it will bring producers an increased return and, it seems reasonably certain, conforms with sound economics.

The measure of value of this order is the results it will show. We believe, when adopted and made effective, it will mean money in the pockets of producers who will be covered by its terms.

**SEC. 1. Definitions.** (a) **Terms.** The following terms shall have the following meanings:

(1) The term "act" means Public Act No. 10, 73d Congress, as amended and as reenacted and amended by the Agricultural Marketing Agreement Act of 1937, as amended.

(2) The term "Secretary" means the Secretary of Agriculture of the United States.

(3) The term "Philadelphia, Pennsylvania, milk marketing area," hereinafter called "the marketing area," means all the territory in the Commonwealth of Pennsylvania situated within the following boundary line:

Beginning at a point in the Pennsylvania State line opposite the confluence of Pennypack Creek with the Delaware River thence along Pennypack Creek to the boundary of Montgomery County; thence northerly along the boundary of Montgomery County to the Bucks County line; thence westerly along the Bucks County line to the Trenton cut-off of the Pennsylvania Railroad; thence westerly along said railroad to the Upper Dublin Township line; thence first easterly, then southerly along the Upper Dublin Township line, then northwesterly to the Whitemarsh Township line; thence southerly along the Whitemarsh Township line to the Schuylkill River; thence westerly along the Schuylkill River to West Conshohocken Borough; thence westerly along the southern border of West Conshohocken Borough to the Upper Merion

Township line; thence along the Upper Merion Township line as it runs to the Delaware County line; thence southwesterly along the Delaware County line as it runs to and along Brandywine Creek and the Delaware State line to the Delaware River; thence northeasterly along the Pennsylvania State line to the Delaware River to the point of beginning.

*The Philadelphia milk marketing area is, briefly, all of the City of Philadelphia except the semi-rural northeast section; all of Delaware county and adjacent, thickly-populated portions of Montgomery county, especially the Main Line and Old York Road sections. It includes all of Zone I of the Philadelphia Milk Marketing Area as established by the Pennsylvania Milk Control Commission, plus the remainder of Delaware county.*

(4) The term "person" includes an individual, partnership, corporation, association, or any other business unit.

(5) The term "producer" means any person, irrespective of whether such person is also a handler, who produces milk which is received directly at (i) a plant at a location listed below, which is operated by a handler, except (a) during such period of time as any such plant has been stopped by the Pennsylvania Department of Health from shipping milk or cream for consumption as fluid milk or fluid cream; or (b) during any month when no milk or cream is disposed of in the marketing area from such a plant, if the handler has notified the market administrator 5 days or more prior to such month that it is no longer a part of his supply for the marketing area and if no milk or cream has been shipped from it to the marketing area for the three months next preceding such month; or (ii) a pasteurizing and bottling plant from which milk is disposed of as Class I milk in the marketing area; or (iii) any other plant of a handler from which milk is supplied to such a pasteurizing and bottling plant: Provided, That farmers delivering milk to a plant falling in this category for less than 20 days during any one of the months of October, November, December, and January, shall not for such month be included in this definition.

**Location.** Bedford, Pa., Boiling Springs, Pa., Brandtsville, Pa., Byers, Pa., Carlisle, Pa., Chambersburg, Pa., Clayton, Del., Coudersport, Pa., Curryville, Pa., Delta, Pa., Denton, Md., Easton, Md., Fairdale, Pa., Glenroy, Pa., Goldsboro, Md., Goshen, Pa., Hagerstown, Md., Harrington, Del., Honey Brook, Pa., Huntingdon, Pa., Hurlock, Md., Kelton, Pa., Kimberston, Pa., Leaman Place, Pa., Lewistown, Pa., Mainland, Pa., Massey, Md., Mercersburg, Pa., Millville, Pa., Mt. Pleasant, Del., Nassau, Del., New Holland, Pa., Oxford, Pa., Port Allegany, Pa., Pottstown, Pa., Princess Anne, Md., Quakertown, Pa., Richlandtown, Pa., Snow Hill, Md., Spring Creek, Pa., Sudlersville, Md., Townsend, Del., Waynesboro, Pa., Worton, Md.

This definition shall not be deemed to include any person defined as a producer under an order of the Secretary regulating the handling of milk in the New York metropolitan milk marketing area.

*A "producer" as defined in this proposed order is a person who produces milk which is received at any milk plant (mostly receiving stations) listed; or whose milk is shipped direct to a pasteurizing and bottling plant from which milk is distributed directly in the marketing area; or to a plant which supplies another*

*handler who, in turn, operates a bottling and pasteurizing plant supplying the market. Any farmer whose milk is disposed of in this manner is considered a producer and his prices would be covered by this order.*

(6) The term "handler" means any person, irrespective of whether such person is also a producer or an association of producers, wherever located or operating, who engages in the handling of milk which is disposed of in the marketing area as milk, or skim milk.

*"Handler" is the term applied to a milk dealer or distributor who disposes of his milk in the Philadelphia marketing area in the form of milk or skim-milk.*

(7) The term "market administrator" means the person designated pursuant to Sec. 2 as the agency for the administration hereof.

**SEC. 2. Market Administrator.** (a) **Designation.** The agency for the administration hereof shall be a market administrator, who shall be a person selected by the Secretary. Such person shall be entitled to such compensation as may be determined by, and shall be subject to removal at the discretion of, the Secretary.

(b) **Powers.** The market administrator shall have power:

(1) To administer the terms and provisions hereof; and

(2) To receive, investigate, and report to the Secretary complaints of violations of the terms and provisions hereof.

(c) **Duties.** The market administrator shall:

(1) Keep such books and records as will clearly reflect the transactions provided for herein and shall surrender the same to his successor or to such other person as the Secretary may designate;

(2) Submit his books and records to examination by the Secretary at any and all times;

(3) Furnish such information and verified reports as the Secretary may request;

(4) Within 45 days following the date upon which he enters upon his duties, execute and deliver to the Secretary a bond, conditioned upon the faithful performance of his duties, in an amount and with surety thereon satisfactory to the Secretary;

(5) Publicly disclose to handlers and to producers, unless otherwise directed by the Secretary, the name of any person who, within 15 days after the date upon which he is required to perform such acts, has not (a) made reports pursuant to Sec. 5 (a), or (b) made payments pursuant to Sec. 8;

(6) Employ and fix the compensation of such persons as may be necessary to enable him to administer the terms and provisions hereof;

(7) Obtain a bond with reasonable surety thereon covering each employee who handles funds entrusted to the market administrator;

(8) Pay, out of the funds provided by Sec. 9, (a) the cost of his bond and of the bonds of such of his employees as handle funds entrusted to the market administrator, (b) his own compensation, and (c) all other expenses which will necessarily be incurred by him for the maintenance and functioning of his office and the performance of his duties; and

(9) Promptly verify the information contained in the reports submitted by handlers.

*This entire section covering the market administrator, his powers and duties, is a part of all Federal milk marketing orders. We wish to call specific attention, however, to paragraph (c) (5), which requires the administrator, with certain exceptions, to disclose the names of any person covered by this order who fails to live up to certain of its important terms; and to paragraph (c) (9), which requires the market administrator to verify the information contained in reports submitted by handlers.*

**SEC. 3. Classification of milk.** (a) **Basis of classification.** Milk received by each handler, including milk produced by him, if any, shall be classified, in the classes set forth in paragraph (b) of this section, in accordance with its utilization by such handler, subject to paragraphs (c) and (d) of this section.

The provisions in Section 3, Classification of Milk, apply to the milk handler and determine how the handler shall classify the milk obtained and disposed of by him, so he may know the prices to apply to such milk, which prices are set forth in Section 4. These classifications will lose their identity when producers are paid as provided in Section 8, producers' payments being based on a uniform price determined for each dealer by the market administrator, and will include ALL VALUES of the milk as determined in this section and in Section 4.

(b) **Classes of utilization.** The classes of utilization of milk shall be as follows:

(1) Class I milk shall be all milk (i) sold, distributed or disposed of as or in milk, including sales of skim milk and flavored milk drinks, containing not more than 18 percent butterfat, and (ii) all other milk not accounted for as Class II.

*Class I milk as here defined actually includes all milk sold as fluid milk, flavored milk drinks, fluid skim milk, or milk which can not be shown as belonging in Class II.*

(2) Class II milk shall be (i) all milk disposed of in products other than those included in Sec. 3 (b) (1) (i), and (ii) all milk accounted for as actual plant shrinkage but not to exceed 2 percent of the milk received from producers: Provided, That if milk or cream is received from producers, from other handlers, or from other plants, such actual shrinkage shall be prorated between the milk received from each source in proportion to the volume of milk and cream received from each.

*Class II milk is all other milk not in Class I and includes that milk which is used for fluid cream, ice cream, cheese, butter, chocolate, evaporated milk and other manufactured products. The order also provides that plant loss (milk lost in any manner in handling through the plant) will be classified as Class II, but that this shall not exceed 2 percent of the total volume of milk.*

(c) **Transfers of milk.** (1) Milk or skim milk received at a plant from another plant at both of which milk is received from producers shall be allocated to Class I milk: Provided, That if a different allocation is agreed upon in writing between such receiving handler and such selling handler and is submitted to the market administration, then the milk or skim milk shall be allocated according to such written agreement: And provided further, That the amount so allocated to any class shall not be greater than the amount used in that class by the receiving handler after deduction of any milk pursuant to subparagraph (2) of this paragraph.

(2) Milk or skim milk received at a plant at which no milk is received from producers from a plant at which no milk is received from producers shall be allocated to Class II, except that any of this milk in excess of the amount of Class II milk used by the receiving handler shall be Class I and except as provided in subparagraph (3) of this paragraph.

(3) Milk or skim milk received at a plant at which milk is received from producers from a plant under another Federal milk marketing agreement or order shall be allocated to Class I milk or Class II milk in accordance with its classification as determined by the market administrator under the latter order.

(4) Milk or skim milk moved directly from a



## INTER-STATE MILK PRODUCERS' REVIEW

Published monthly April to February, inclusive, and semi-monthly in March by the Inter-State Milk Producers' Cooperative, Incorporated, 401 N. Broad St., Philadelphia, Pa.; F. P. Willits, Honorary President; B. H. Welty, President; A. R. Marvel, Vice-President; I. Ralph Zollers, Secretary-Treasurer; H. E. Jamison, Assistant Secretary; F. P. Willits, Assistant Treasurer; O. H. Hoffman, Jr., General Manager; F. P. Willits, Jr., Statistician; A. Evans Kephart, Counsel. Official publication of the Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager. Editorial and Business Office, 401 N. Broad St., Philadelphia, Pa. Printed by Horace F. Temple, Inc., West Chester, Pa.

Subscription: 50 cents a year in advance. Advertising rates on application.

Entered as second-class matter, June 12, 1937, at the post office at Philadelphia, Pa., under the Act of March 3, 1879. Revised application pending at the Philadelphia, Pa., post office.

plant at which milk is received from producers to a plant at which no milk is received from producers shall be Class II milk if less than 20 percent of the milk received at the latter plant is moved therefrom as fluid milk and Class I milk if more than 20 percent of the milk is moved as fluid milk from the latter plant, except that any of this milk in excess of the amount of fluid milk moved from the latter plant during the month shall be allocated to Class II milk: And provided further, That all milk moved as fluid milk more than 400 miles directly from a plant at which milk is received from producers to a plant at which no milk is received from producers shall be allocated to Class I milk.

The preceding four paragraphs cover the method of classifying milk which may be bought from or sold to another dealer or handler. It is provided, especially, that under most conditions milk bought from outside the regular sources supplying fluid milk to the market must be placed in Class II, which means, of course, that the producers' regular supplies will be the first to be placed in Class I.

(5) Milk or skim milk disposed of from a handler's plant to retail establishments which dispose of milk for both fluid and other uses shall be Class I milk.

(d) **Transfers of cream.** Cream received or disposed of by a handler shall be considered Class II.

**SEC. 4. Minimum prices.** (a) **Class prices.** Except as set forth in subparagraph (d) of this section, each handler shall pay, at the time and in the manner set forth in Sec. 8, for milk received during each month from producers or an association of producers not less than the following prices, subject to the differentials set forth in paragraphs (b) and (c) of this section:

The provisions in Section 4, Minimum Prices, determine the prices each handler shall pay for all milk handled by him according to the uses and classifications set forth in Section 3. The prices set forth in this section are subject to the adjustments included in this section and from them the market administrator will determine the total value of milk obtained from producers and the uniform price that shall be paid producers for their milk for the delivery period. The values of milk, which in this section apply to the amount that the dealer must set aside for payment to his producers, are determined according to the volume, uses, and characteristics of each product, with adjustments for butterfat content and class prices. It was asserted by the handlers, in their exceptions filed following the issuance of the tentative proposed order, that this method of pricing and classification would add about 8 cents per hundredweight to the cost of their milk as compared with the same class prices under the present system.

(1) Class I milk—\$3.58 per hundredweight during delivery periods prior to July 1, 1942, and thereafter \$3.70 per hundredweight.

These prices are for 4 percent milk received at the

dealer's plant in Philadelphia and, it is noted, the price will increase to \$3.70 in July.

(2) Class II milk—The price per hundredweight during each month shall be the sum of the respective values of butterfat and skim milk, calculated as follows by the market administrator:

By basing the Class II price on cream plus a value for skim milk, milk used in this class should reflect fairly, month by month, the competitive values of cream and also allow a fair price for the skim milk which, during recent months, has increased rapidly in price. Applying the terms of this order to February quotations on cream and skim milk powder, the February Class II price would have been \$2.38 per hundred pounds.

(i) Butterfat—add all market quotations (using midpoint of any weekly range as one quotation) of prices for a 40-quart can of sweet cream approved either for Pennsylvania only, or for Pennsylvania, New York, and Lower Merion Township, in the Philadelphia, Pennsylvania, market, reported for each week ending within the month by the United States Department of Agriculture, divide by the number of quotations, subtract 28 cents, divide by 33.48, multiply by 4, and subtract 23½ cents: Provided, That for butterfat used to make butter, which butterfat is in excess of the pounds of butterfat contained in any cream received plus 5 percent of the pounds of butterfat contained in milk received from producers, the price shall be 4.8 times the average of the highest prices for 92-score butter at wholesale in the New York market, reported daily by the United States Department of Agriculture, for the month for which payment is to be made, which shall be known as the "butter-value" for such butterfat.

The butterfat value of Class II milk is determined by the value of cream on the Philadelphia market, the formula providing allowances to cover the cost of handling and processing the cream. Under this formula the "cream value" of Class II milk will vary about 12 cents per hundred pounds of milk for every \$1.00 change in the price of a 40-quart can of 40 percent cream. This paragraph also provides that when a dealer uses milk for the manufacture of butter, in excess of certain amounts, the "butter value" of that milk will be figured on a somewhat different basis. To these cream and butter values must be added a value for skim milk as described in the next paragraph.

(ii) Skim milk—Any plus amount which is equal to 7.5 times the average of all the hot roller process dry skim milk quotations for "other brands, animal feed" and for "other brands, human consumption," carlots, bags, or barrels, in both cases (using midpoint of any range as one quotation) as published for such month in the "Producers' Price Current," less 4.5 cents.

It is considered that ordinarily a hundred pounds of milk will yield 7.5 pounds of dry skim milk in addition to the cream removed from it. The skim milk value is determined by multiplying this yield by the value of skim milk powder after making an allowance to cover a charge for manufacture. For each 1 cent per pound variation in the market price of skim milk powder the "skim value" of Class II milk will change by 7.5 cents per hundred pounds. The resulting value is added to the cream or butter value as determined according to the preceding paragraph, the total giving the Class II price.

(b) **Butterfat differentials.** The Class I and Class II prices shall be subject to a butterfat differential for each one-tenth of 1 percent variation above or below 4.0 percent calculated as follows: divide the average of the cream quotations used in calculating the Class II price by 334.8, and subtract 0.67 cent; or in case of butterfat in Class II to which the "butterfat-value" is applicable, divide the "butter-value" by 40.

Rather than allowing a straight 4-cent differential

in the calculation of the value of product, this paragraph provides that in determining the total value of the product handled by a dealer the butterfat differential will fluctuate according to the value of cream on the market, thus the total value of the milk is determined according to the actual competitive value of butterfat.

(c) **Differentials for place of receipt of milk.** In the case of milk received from producers by any handler at plants 31 miles or more from the City Hall in Philadelphia there shall be deducted from the prices set forth in paragraph (a) of this section the following amounts:

(1) Class I milk—at plants 31 to 40 miles from the City Hall in Philadelphia, 31 cents per hundredweight, and for plants within each additional 10 miles in excess of 40 miles an additional 1 cent, provided the total amount does not exceed 64 cents per hundredweight. For the purposes of this subparagraph the Class I milk shall be considered to have been, first, that milk received from producers' farms at such handler's plant located less than 31 miles from the City Hall in Philadelphia, then that milk which was shipped from the nearest plant located 31 miles and farther from the City Hall in Philadelphia: And provided, That Class I milk moved directly from a plant at which milk is received from producers to a plant at which no milk is received from producers, both of which are outside the marketing area, and Class I milk distributed for fluid consumption from a plant at which milk is received from producers, shall be allocated to the plant at which it is received from producers.

(2) Class II milk—at plants 31 to 70 miles from the City Hall in Philadelphia, 4 cents per hundredweight, and for plants within each additional 70 miles an additional cent.

The distance of any plant from the City Hall in Philadelphia shall be that recognized by the Interstate Commerce Commission for rate-making purposes on highways over which the Highway Departments of the several States permit milk tank trucks to move, or if no such distance is recognized, the distance shall be that ascertained and announced by the market administrator.

The differentials or allowances for receiving stations on Class I and Class II milk outlined in the two preceding paragraphs are for the purpose of providing an operating allowance on stations from which fluid milk is obtained and of transporting the milk or cream to market.

(d) **Class I milk disposed of outside the marketing area.** The price to be paid by handlers for Class I milk disposed of outside the marketing area on any wholesale or retail routes from which no milk is disposed of in the marketing area on the same trip, in lieu of the price otherwise applicable pursuant to this section, shall be, as ascertained by the market administrator, such price as is being paid to farmers in the market where such milk was disposed of, for milk of equivalent use, less the applicable transportation allowance in such outside market, but in no case more than 64 cents: Provided, That Class I milk disposed of in markets where the market administrator is unable to determine such a price, and to Government institutions and establishments on a basis of bids, the Class I price plus or minus the applicable differentials specified in this order shall apply: And provided further, That when sold in an area regulated by another marketing order of the Secretary the price effective under such other order shall apply.

Since many handlers in areas close to Philadelphia also sell milk outside of the marketing area as here defined, it is provided that generally the Class I price paid on such milk be determined according to the prevailing price in those outside markets, thus preventing

## Sadler Is Sending Letter To All Qualified Producers

You will receive a letter from Wm. P. Sadler, referendum agent, in which he, also, describes for you some of the important features of the proposed order.

With that letter will be a list of polling places where producers may vote on the order and instructions concerning the referendum. Pennsylvania producers will also receive a list of places and dates at which meetings are being held for the purpose of discussing the order.

Watch for this letter and read it carefully.

competitive conditions from putting a handler and his producers so situated at a disadvantage.

**SEC. 5. Reports of handlers.** (a) **Periodic reports.** On or before the 8th day after the end of each month each handler, with respect to milk or cream which was, during such month, (i) received from producers, handlers, or other sources; and (ii) produced by such handler, shall report to the market administrator, in the detail and on forms prescribed by the market administrator, as follows:

- (1) The receipts at each plant from producers who are not handlers;
- (2) The receipts at each plant from any other handler, including any handler who is also a producer;
- (3) The quantity, if any, produced by such handler;
- (4) The receipts at each plant from any other source.
- (5) The respective quantities of milk and milk products disposed of or on hand, with the butterfat content thereof; and
- (6) The shipments of milk to the marketing area from each plant.

(b) **Reports of handlers who receive no milk from producers.** Handlers who receive no milk from producers shall make reports to the market administrator at such time and in such manner as the market administrator may require.

(c) **Reports as to producers.** Each handler shall report to the market administrator:

- (1) Within 10 days after the market administrator's request, with respect to any producer for whom such information is not in the files of the market administrator, and with respect to a period or periods of time designated by the market administrator, (a) the name and address, (b) the total pounds of milk received, (c) the average butterfat test of milk received and (d) the number of days upon which milk was received; and

(2) As soon as possible after first receiving milk from any producer, (a) the name and address of such producer, (b) the date upon which such milk was first received, and (c) the plant at which such milk was received.

(d) **Reports of payments to producers.** Each handler shall submit to the market administrator on or before the 25th day after the end of each month his producer pay roll for such month which shall show for each producer (i) the net amount of such producers' payment with the prices, deductions, and charges involved, and (ii) the total delivery of milk with the average butterfat test thereof.

(e) **Outside cream purchases.** Each handler shall report as requested by the market administrator his purchases, if any, of sweet cream showing the quan-



tity and source of each such purchase and the cost thereof at Philadelphia.

(f) **Verification of reports.** Each handler shall permit the market administrator or his agent, or such other person as the Secretary may designate, during the usual hours of business, to (i) verify the information contained in reports submitted in accordance with this section, and (ii) weigh milk received from each producer and sample and test milk for butterfat.

*This entire section covers reports that handlers must make to the market administrator each month. It is on the basis of these reports that the market administrator determines the prices and amounts actually due producers, the information contained in them being verified by the administrator each month.*

**SEC. 6 Application of provisions.** (a) **Handlers who receive no milk from producers.** The provisions hereof, except those set forth in Sec. 5, shall not apply to a producer-handler who receives no milk from producers nor to a handler whose sole source of milk supply consists of receipts from other handlers.

*This section exempts from most provisions of the order those handlers who buy their milk from other handlers instead of direct from producers, the handlers who get the milk from producers being covered as to classes and prices.*

**SEC. 7 Determination of uniform prices to producers** (a) **Computation of the value of milk for each handler.** For each month the market administrator shall compute, subject to the provisions of Sec. 6, the value of milk of producers disposed of by each handler, by (a) multiplying the hundredweight of such milk in each class, computed pursuant to Sec. 3, by the prices applicable pursuant to Sec. 4, plus or minus the applicable differentials in Sec. 4; and (b) adding together the resulting values.

*This feature is perhaps the most noticeable change under a Federal order as compared with the previous practice. With the market administrator applying exactly the same rules in exactly the same manner to the matter of determining each handler's uniform price to producers there is every assurance that all producers and all handlers will be treated with fairness—that producers will be paid exactly according to the way the milk is used and that no dealer will be at a disadvantage competitively in the cost of his product.*

*By utilizing the information set forth in the reports required of handlers under Section 5, the market administrator determines the prices that the farmers shall be paid. The total value of all milk is first determined according to the classification and the price to producers for each product, with the proper adjustments made according to butterfat test and other differentials provided in the order.*

(b) **Computation and announcement of uniform price for each handler.** The market administrator shall compute and announce for each handler the uniform price per hundredweight of milk received by him at each plant from producers during each month as follows:

(1) Add to the value computed pursuant to paragraph (a) of this section the amount of the adjustment to be made pursuant to Sec. 8 (d), and add or subtract the amount to be subtracted or added respectively, by the handler pursuant to Sec. 8 (c);

(2) Divide the amount computed in paragraph (1) of this subsection by the total quantity of milk received from producers, including milk of his own production; and

(3) On or before the 15th day after the end of each month, notify each handler and publicly announce

### Inter-State Casts Unit Vote

**Remember—As a member of Inter-State you will not need to cast an individual ballot. Inter-State members qualified as producers are being voted as a unit by the Cooperative.**

the uniform price computed for each handler pursuant to this section with the differentials applicable pursuant to Sec. 8 (d).

*The preceding four paragraphs outline certain of the procedure which the market administrator must follow in computing and announcing these prices which must be made public on or before the fifteenth of each month, covering the milk delivered to the handler the previous month.*

**Sec. 8 Payments for milk.** (a) (1) **Semi-monthly payments.** On or before the last day of each month each handler shall make a payment to producers for milk delivered during the first 15 days of such month at not less than a rate per hundredweight which he estimates will be his uniform price for such month.

(2) **Final payment.** On or before the 20th day after the end of each month, each handler shall make full payment, subject to paragraphs (c), (d), (e), (f), and (g) of this section, to each producer, for the total value of milk received from such producer during such month, at not less than the uniform price per hundredweight computed for such handler pursuant to Sec. 7, after taking credit for payment made pursuant to Sec. 8, (a) (1).

*The order requires that producers be given an advance payment covering the estimated value of their deliveries during the first fifteen days of each month, this payment to be made not later than the last day of the month. The final payment for the month must be made on or before the twentieth day of the following month and will be based upon the uniform prices determined and announced by the market administrator, with credit taken for the advance payment.*

(b) **Errors in payment.** Errors in making payments for milk shall be corrected not later than the date for making payments next following the determination of such errors.

(c) **Butterfat differential.** If any handler has received from any producer, during the month, milk having an average butterfat content other than 4.0 percent, such handler, in making payments pursuant to paragraph (a) of this section, shall add to the uniform price for such producer for each one-tenth of 1 percent of average butterfat content in milk above 4.0 percent not less than, or shall deduct from the uniform price for such producer for each one-tenth of 1 percent of average butterfat content in milk below 4.0 percent not more than 4 cents per hundredweight.

*Each producer will be paid for his milk according to the butterfat test, the adjustment for tests higher or lower than 4 percent being at the rate of 4 cents per point from the handler's uniform price for 4 percent milk, as has been practised in the Philadelphia milk shed for many years, with special provisions for Grade A bonuses covered in paragraph 8 (g).*

(d) **Location differentials.** In making payments pursuant to paragraph (a) of this section, each handler shall deduct, with respect to milk received from producers at a plant located 31—40 miles from City Hall in Philadelphia, 22 cents per hundredweight, and at plants within each additional ten miles an additional 0.7 cent per hundredweight. Such deductions

shall be computed on the same distance for each plant as that pursuant to Sec. 4 (c).

*Producers supplying plants located more than 31 miles from Philadelphia City Hall (principally receiving stations), will be paid the f.o.b. Philadelphia price, less differentials according to the distance from Philadelphia. This differential will apply uniformly on all milk, Class I and Class II, while under previous practice a separate allowance has been provided for Class I and Class II milk. The proposed change will show only minor variations from the present receiving station differentials.*

(Please turn to page 8)

### Clean Milker at Once

In these times, when most farmers are short-handed and pressed for time, it is appropriate that we repeat our warnings about the proper care of milking machines. The need for this was well summarized in a recent advertisement published by the Babson Brothers Company in which they say, "When it comes to the cleaning of any mechanical milker, IMMEDIATELY is a great big word, probably the biggest word in clean milk production. Seconds count and they can count for you or against you. A bulletin from Cornell University sums it all up this way:

"Rinse the milker immediately. The first and all important rule is: never let a milking machine get dirty. Milk is clean as it comes from the cow. It does not dirty the milker unless it is allowed to stay in the milker and dry on. Thus the first step in never letting the milker get dirty is to rinse it immediately after the last cow is milked, not 15 or 20 minutes later or after breakfast, but IMMEDIATELY, with cold water. Sterilization cannot be perfectly effective unless the milking machine parts are first free from all milk and dirt. Old milk and dirt protect the bacteria during sterilization. These bacteria cause the contamination at the next milking."

To this, may we add that less time is required properly to wash and care for a milking machine when it is done immediately after milking. So, when it is important that we save time, please keep that in mind.

A census enumerator approached a lounging Negro dandy. He asked and learned the man's name, age, place of residence; then inquired, "What's your business?"

The answer came superciliously: "I owns a hand laundry, I does." "Where is it located?" "Dar she comes now!"

According to a recent survey, 25 percent of the total corn acreage in Maryland was planted to hybrids last year. In 1940, approximately 10 percent of the total corn acreage was planted to hybrids.

Buy  
Defense  
Bonds  
and  
Stamps



DON'T give milk-spoiling bacteria a chance to hide beneath a coating of milkstone. Play safe. Protect your milk by cleaning milk pails and milking machines regularly with DICOLOID. A concentrated powder, DICOLOID is easily applied with a wet brush. Its powerful action removes stubborn contamination in a jiffy... without injury to the utensil. Made by the makers of Diversol... order from your hauler today. The Diversey Corporation, Chicago, Ill.

"So your engagement to that banker's daughter is off. I thought you said she doted on you." "So she did; but her father proved to be an antidote."

Think twice before you speak or act once and you will speak or act the more wisely for it.—Benj. Franklin.

## DE LAVAL MILKERS ARE SERVING THE FARMERS OF THIS COUNTRY

- 1 BY SAVING VALUABLE TIME AND LABOR: De Laval Milkers save at least half the time and labor of milking by hand.
- 2 BY INCREASING MILK PRODUCTION THROUGH BETTER MILKING: Best, fastest and cleanest milking maintains highest production throughout the cow's entire lactation period and lifetime.
- 3 BY IMPROVING THE QUALITY OF THE NATION'S MILK: The many exclusive sanitary features of De Laval Milkers keep bacteria counts low—make production of cleanest high quality milk sure and easy.
- 4 BY IMPROVING HERD HEALTH AND PRODUCTIVITY THROUGH BETTER MILKING: De Laval's correct, fast and gentle milking action and perfect-fitting teat-cups milk each cow properly.

### THE DE LAVAL MAGNETIC SPEEDWAY

The world's best, fastest and cleanest milker—the only method of milking that assures that each cow will be milked in the same uniform, regular and correct manner each milking. All units in use milk alike with pulsations controlled by magnetic force directly from master control in the pulso-pump.



### THE DE LAVAL Sterling

A worthy companion to the wonderful De Laval Magnetic Speedway Milker—the De Laval Sterling provides De Laval-quality milking and is a great milker particularly for smaller herd owners to whom lower price is an important consideration. The Sterling Pulsator has only two simple moving parts.

### DE LAVAL SEPARATORS ARE SAVING, TOO

Butterfat is the most valuable of all animal fats—we can afford to lose none of it. Thousands of farmers are making dead sure of this by installing new De Laval Separators, for they know that all De Laval Separators, regardless of size or price, skim cleanest, last longest are easiest to wash and cost less per year of use. A size and style for every need and purse.



**THE DE LAVAL SEPARATOR COMPANY**  
NEW YORK 165 Broadway CHICAGO 427 Randolph St. SAN FRANCISCO 61 Beale St.  
**KEEP THEM MILKING!**



## The Order—What It Contains

(Continued from page 6)

(e) **Additional deduction.** In the case of milk received from producers at plants more than 11 miles from City Hall in Philadelphia, the handler may deduct from the payments otherwise specified in this section to be paid, 7 cents per hundredweight at plants 11 to 16 miles from the City Hall in Philadelphia, an additional 2 cents per hundredweight for plants within each additional 5 miles in excess of 16 miles but less than 31 miles, and 3 cents per hundredweight at plants 31 miles or more from the City Hall in Philadelphia.

This paragraph permits, under certain conditions, deductions from the f.o.b. Philadelphia price according to the distance a plant is located from Philadelphia City Hall. This may apply to either bottling plant or receiving station operators.

(f) **Flat price payments.** Any handler may, in lieu of the requirements of paragraphs (a) and (b) of this section, elect to pay producers, not later than the 15th day of each month, at not less than the per quart equivalent (considering 46.5 quarts per hundredweight) of the Class I price for all milk delivered during the preceding month, in which event such handler may report only his total receipts from each producer and his total payment to each producer.

Should a handler prefer to pay his producers a flat price he may, under the provisions of this paragraph, pay the producer the Class I price for all milk received. This would simplify the reports required of such handlers.

(g) **Premiums for Grade A milk.** In addition to the uniform price and all other payments required pursuant to this section, each handler shall pay for milk, which is qualified under the Commonwealth of Pennsylvania Department of Health or the New Jersey Department of Health requirements for sale as Grade A milk and which is delivered to a plant similarly qualified (so long as such requirements are in effect as a separate grade), 40 cents per hundredweight of Grade A milk received from producers of 10,000 bacteria or less per c.c. and 25 cents per hundredweight of Grade A milk received from producers of more than 10,000 but less than 25,000 bacteria times the ratio of Grade A milk sold either in fluid form or as products manufactured from Grade A milk to the total quantity of Grade A milk received from producers, plus 2 cents for each one-tenth of 1 percent that the butterfat content is above 3.7 percent.

This paragraph provides for the payment of Grade A bonuses according to bacteria counts and butterfat tests, substantially the same as under the plan that has been in effect under the orders of the Pennsylvania Milk Control Commission.

**SEC. 9 Expense of administration.** (a) **Payments by handlers.** As his prorata share of the expense of the administration hereof, each handler, on or before the 20th day after the end of each month shall pay to the market administrator, with respect to all milk received by him from producers or an association of producers, or produced by him during such month, an amount not exceeding 2 cents per hundredweight, the exact amount to be determined by the market administrator. Each handler, who is a cooperative association of producers shall pay such prorata share of expense only on that milk received from producers at any plant of such association.

The expenses in connection with maintaining the office of the market administrator are to be borne by the handlers of milk and are not to exceed 2 cents per hundredweight. If the cost of administration is less the administrator may reduce each dealer's pro rata share.

## All Philadelphia Shippers Covered by Order

Every Inter-State member is being sent a copy of this special issue of the Inter-State Milk Producers' Review containing the proposed Federal milk marketing order for Philadelphia. This marketing order is of primary interest to producers supplying the Philadelphia market but, since prices in all markets within the milk shed are influenced by the price situation in Philadelphia, the information about the proposed Federal order should be of interest, also, to producers supplying secondary markets.

Let us emphasize that producers who are directly affected are those whose milk is received (a) at pasteurizing or bottling plants from which it is distributed in the market, (b) at the listed country plants of such dealers, and (c) by dealers who in turn sell with reasonable regularity to distributors in the market.

Handlers covered by this order are all who are engaged in the distribution or handling of milk or skimmilk in the Philadelphia marketing area, this area including all of Philadelphia except the extreme northeast section of the city, all of Delaware county, and the Main Line and Old York Road sections of Montgomery county.

It is considered highly important that producers supplying these handlers be given full information about the order as promptly as possible.

Meetings have been called in many parts of the milk shed in order to inform producers on the operation of the order. Members are urged to attend these meetings when possible. They will precede the referendum which has been set for Friday, March 20, at polling places in convenient locations over the milk shed. As the vote for all qualified Inter-State members is being cast through a resolution of approval by the Board of Directors this referendum will be of primary interest to non-members.

## Lauterbach Reports Benefits of Federal Order in Chicago

Addressing the annual meeting of the Pure Milk Association, producer cooperative in the Chicago milk shed, A. H. Lauterbach, general manager, told 1700 members of the association what the Federal milk marketing order has meant to producers in that milk shed. This meeting was held in Chicago on March 10. Mr. Lauterbach was formerly general manager of Inter-State Milk Producers' Cooperative, having assumed his present position in 1938.

Chicago's Federal milk marketing order has worked beyond dairymen's fondest dreams, Lauterbach said. "We go up and down with the rest of the dairy industry but we are always assured of a premium for our extra efforts in meeting fluid milk requirements. The stability of our Chicago milk market, which we discussed and hoped for three years ago, is an accomplished fact. The Market Administrator and his staff are receiving praise from all who are in favor of equality. The Supreme Court decision in the Wrightwood Dairy case settled the intra-state question, not only for the Chicago market but for all other federal orders in the United States."

Mr. Lauterbach pointed out ways in which cooperation among all of the 21 co-operative associations selling milk under the Chicago Federal order has been of value in meeting critical marketing situations the last year, and how such cordial relations benefit all milk producers.

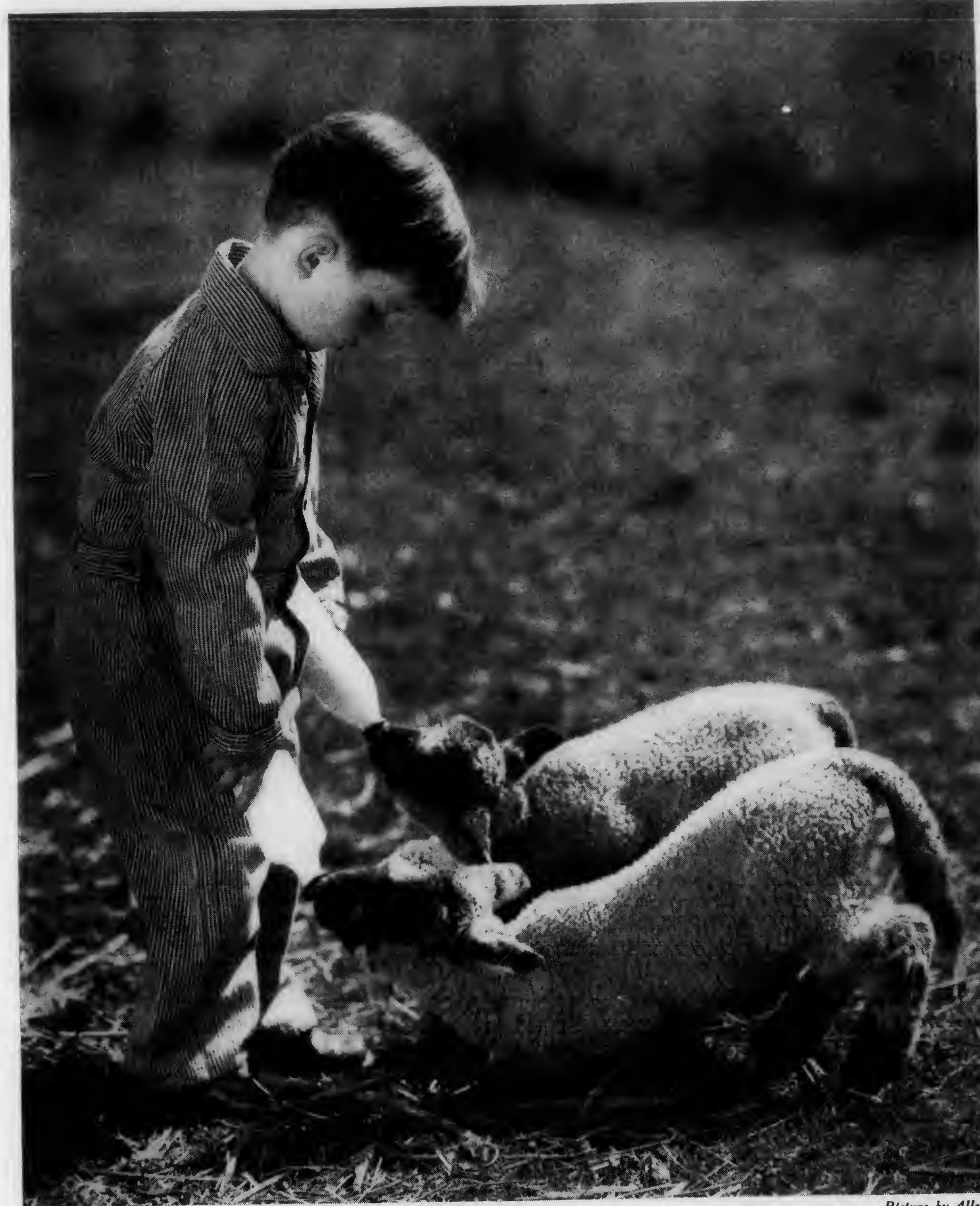
# Milk Producers' Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XXII

Philadelphia, Pennsylvania, April 1942

No. 12



Picture by Allen

## Milk Will See Them Through



## Federal Control Steps In Producers Give 98 Percent Approval

THE PHILADELPHIA milk market is now under Federal control. The order regulating the handling of milk in the Philadelphia market was announced by Secretary of Agriculture Wickard on Friday, March 27, one week after the producer referendum at which slightly over 98 percent of the producer votes cast were in favor of the adoption of the order.

As the handlers of milk did not sign the proposal which would have made it an agreement, the regulations were put into effect as an order, with executive approval.

The terms of the order are as set forth in the special edition of the Milk Producers' Review, which was placed in the mails on Tuesday, March 17. Briefly, the order provides for two classes of milk—Class I, which is priced at \$3.58 until July 1, when the price will go up to \$3.70 per hundred pounds of 4 percent milk; and Class II, the price of which will fluctuate as the price of cream and skim milk powder fluctuates.

### Flexible Class II Price

The Class II price will be determined according to the price of cream on the open market in Philadelphia, thus recognizing the butterfat value of the milk; and, also, according to the current market quotations for roller process dry skim milk, thus recognizing the current market value of other milk solids. The order also provides that when butter is made, that milk will, under certain conditions, be paid for at a somewhat lower price.

Under the Federal order, milk handlers will be required to report to the Market Administrator, by the 8th of each month, the amount of milk purchased from producers, the sales of milk for the various purposes and other pertinent information. These reports will be used by the Market Administrator to figure out each handlers' uniform price to producers, which is to be announced publicly on or before the 15th of the month.

### Payments Due On 20th

Producers are to be paid in full for each month's milk by the 20th of the following month, while an advance payment for the approximate value of the first 15 days' deliveries is to be made to producers by the last day of the month during which the milk is delivered. Because of the time required in making these reports and

calculating therefrom each handler's blended price, these payment dates will, in most cases, be slightly later than has been customary in the market. In Inter-State's proposal, and also in Inter-State's testimony at the hearing, it was urged that these payments be made at approximately the present dates. Producers may feel certain, however, that their checks will come regularly and will be for the full value of the milk as calculated by the Market Administrator. Any failure to pay on time will be checked upon promptly.

### Regular Auditing

Reports made by handlers to the Market Administrator will be audited regularly by him and his staff. Should an audit show the need for a correction in payment, this correction will be made on the next check. The Market Administrator is charged with the responsibility of bringing up for prosecution any violation of the marketing order and Federal courts have upheld the contention that complete and full compliance with the terms of marketing orders is mandatory under the marketing agreement act.

It will not be possible to tell in advance the price a producer will receive for his milk any given month. Any forecast would be a guess—and nothing but a guess. These prices can not be determined until after the reports are in—and they are due on the 8th of the following month.

### Factors Affecting Price

The blend price to be paid by each handler will be influenced by: (1) the Class I price; (2) the Class II price; (3) the volume of Class I sales; and (4) total milk production.

Of these four factors, the Class I price is definitely known in advance and it will go up 12 cents on July 1, while the other three factors are all variable according to conditions. The Class II price will fluctuate as the relative supply and demand of cream and dry skim milk change. The prices of these products normally go up when the supply is low and drop off when it is plentiful—in which respect they behave like feed prices. The third factor, the volume of Class I sales, is fairly steady and has been showing improvement during recent months. When total milk production, the fourth factor, goes up, practically all the extra milk goes into lower priced Class II, thus tending to re-

duce the average price—when production goes down there is usually less to sell in Class II and the average price tends to go up.

It is possible that each of these four factors will help boost the price for any given month, or it is possible that each of them will tend to depress the price, or there may be any of a number of combinations of these factors which will tend to balance each other, the net result of which can not be determined until all the facts are available. Any marketing program, in order to be sound and fair, must permit these factors to operate or either of two things might happen:—(a) the price may not be what the product is worth, thus depriving the producer of his just return, or (2) the price may be more than the market can stand and the market can't take the milk.

### Same Cost to All Handlers

One important consideration must be kept in mind at all times in considering the Federal order, and that is, that the milk used for any certain purpose will cost each handler in the market exactly the same price, f.o.b. the market. Thus every handler will start off on an even basis as far as the original cost of his product is concerned. It also stands to reason that all producers supplying a handler will be treated on exactly the same basis.

The order, which is now in effect, is not perfect. Perhaps no perfect order can be written. Conditions will change, which will indicate the need for corresponding changes in the order so it will continue to be fair and workable.

### Will Get Information

Furthermore, there has never been complete and full information about the Philadelphia milk market and, as essential information is accumulated under the operation of the order, there may be revealed the need for certain changes in the order.

Whenever there is real need for revision of the order, Inter-State's policy will be to request that such changes be made so that the order may be fair and equitable, returning producers a price at all times which represents the true value of their milk.

"And so you enjoyed your African trip. How did the savages treat you?"

"Very nicely. There were extremely kind-hearted. They wanted to keep me there for dinner."

## The Order is with Us

Effective April 1st, as you doubtless know, the marketing of milk in the Philadelphia area will be done according to the rules laid down in an order issued by the Agricultural Marketing Administration of the United States Department of Agriculture. The order itself came as the result of an unfortunate inability to work out, on any other basis, a uniform marketing system for this area. As far as Inter-State is concerned, this is all water over the dam and the job of all of us now is to live with this order and make the most of it.

This is going to place a responsibility on producers, distributors, and Government alike. We as producers, provided we want the Philadelphia market for our milk, must be reasonable, fair, and of a mind to take the bitter with the sweet in this new order of things. Dealers, provided they want to continue as the agencies which physically handle and distribute the milk in this shed, likewise must be fair and reasonable and assume their responsibilities in the new picture. Government has probably the heaviest responsibility of all. Its responsibility is to administer this order with complete impartiality, yet with entire sympathy for the problems of the shed. Most of all, it must keep itself in readiness promptly

ly to meet the changed conditions as they arise.

If all of us go into the business on this basis, everyone will get some dividends out of the order.

Last summer and fall our biggest problem was our inability to work things out among ourselves—that was before Pearl Harbor. Today, everyone of us not in the armed forces owes it to his country to do his civilian job in the same spirit that MacArthur's men are doing theirs. Our civilian job as producers is to make the milk for war time needs. The dealers' job is to get the excess into channels where it can be made use of—the Government's job is to facilitate this—and all three of us will have sacrifices aplenty to make before this war is over.

We, as never before, must forget the past and work together like men.

*O. H. Hoffman*

## Control Under Fire In Jersey Producers Want It Kept

MILK control in New Jersey is under fire. This became evident when the order issued by Director of Milk Control, Arthur F. Foran, to increase the Class I price on January 26 from \$3.37 to \$3.60, was appealed. Further hearings were then held upon request of an Atlantic City restaurant group, the New Jersey Consumers' Council and the Supplee-Wills-Jones Milk Company. These hearings were not completed at the time the order was to have become effective and, as a result, the effective date was delayed until February 5.

Following the increases carried in that order, Atlantic City restaurant operators are reported to have obtained their milk from outside New Jersey, thus escaping the State price regulations. At about the same time the city of Newark announced its intention to advertise for bids from outside the State for milk to be used in city institutions if special arrangements to get New Jersey milk at a lower price could not be made.

The next move by some of the forces opposed to the price increase was to obtain the introduction of a bill in the legislature to eliminate the Milk Control Board. Reported

active in this move were consumer groups and the CIO union.

A hearing on the bill to eliminate milk control was held at Trenton, March 17, with those opposed to control, including consumer representatives, restaurant people and the CIO, appearing at the morning session. Milk producers made a strong case for the continuation of control at the afternoon's session of the hearing. Many dealers also appeared at this time, urging that control be continued, as did representatives of the AFL Wagon Drivers' Union.

The bill is now in Committee in the Lower House and political observers forecast that the bill will come out of Committee, pass the Assembly and be defeated in the Senate. Should it take this course, it would mean that control would be continued under the present law.

In the meantime, a press report from Newark states that the New Jersey Consumers' Council, through their attorney, Solomon Golat, was planning to apply to the Supreme Court for the removal of Arthur F. Foran as Director of Milk Control in New Jersey. The notice stated that this move was being made on the basis that Mr. Foran was a



The Rittenhouse family of Queen Anne, Maryland, stopped long enough while inspecting their farm woodlot to snap this picture with J. S. Rittenhouse operating the camera.

member of the Senate when the bill establishing the Board was passed, and it was contended, therefore, that he holds his office unlawfully.

The Volume of water consumed by a cow should run about three times the amount of milk she produces, and in hot weather the water may be 6 or 7 times the yield, Dr. C. F. Huffman, Michigan State College, reports as the result of experiments.

It is better to proceed safely at thirty, than to stop too suddenly at sixty; and that goes for years of age, or miles of speed.



## INTER-STATE MILK PRODUCERS REVIEW

Published Monthly by and Official Publication of  
Inter-State Milk Producers' Cooperative, Inc.

H. E. Jamison, Editor and Business Manager

Editorial and Business Office  
401 N. Broad St., Philadelphia, Pa.  
Bell Phones, Walnut 3040-3041  
Keystone Phone, Race 5344

Printed by Horace F. Temple, Inc.  
West Chester, Pa.

Subscription: 50 cents a year in advance  
Advertising rates on application

Entered as second-class matter, June 12, 1937, at  
the post office at Philadelphia, Pennsylvania, under  
the Act of March 3, 1879.

### Inter-State Milk Producers' Cooperative Incorporated

401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

F. P. Willits, Honorary President  
B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Assistant Treasurer  
O. H. Hoffman, Jr., General Manager  
F. P. Willits, Jr., Statistician  
A. Evans Kephart, Counsel

#### District

#### DIRECTORS 1941-42

1. Alvin K. Rothenberger, Worcester, Pa.
2. Frederick Shangle, Trenton, N. J., R. 2
3. Wm. H. Holloway, Newark, Md.
4. J. W. Keith, Centerville, Md.
5. Fred W. Bleiler, New Tripoli, Pa., R. 1
6. H. K. Martin, Goodville, Pa.
7. Furman H. Gyger, Kimberton, Pa.
8. J. Leslie Ford, Newark, Del.
9. Ralph E. Bower, Chesapeake City, Md.
10. E. M. Crowl, Oxford, Pa.
11. W. H. Jump, Houston, Del.
12. H. B. Stewart, Huntingdon, Pa., R. 1
13. Howard W. Wickersham, Kelton, Pa.
14. M. L. Stitt, Port Royal, Pa.
15. Jos. S. Briggs, Yardley, Pa.
16. John Carvel Sutton, Kennedysville, Md.
17. Kenzie S. Bagshaw, Hollidaysburg, Pa.
18. Coy E. Mearkle, Everett, Pa., R. 3
19. A. R. Marvel, Easton, Md.
20. Charles R. Hires, Jr., Salem, N. J.
21. B. H. Welty, Waynesboro, Pa., R. 4
22. D. E. Witherspoon, Chambersburg, Pa.
23. Honorary Life Members—F. P. Willits, Ward, Pa.
24. \*Member of Executive Committee

#### FIELD DEPARTMENT

1. Ralph Zollers, Philadelphia, Pa., Director
2. C. E. Cowan, Lancaster, Pa., Asst. Director
3. Reynolds, Denton, Md., Asst. Director
4. E. P. Bechtel, Trappe, Pa.
5. J. J. Camp, Roaring Spring, Pa.
6. E. C. Dunning, Chambersburg, Pa.
7. Floyd R. Ealy, Broome, Pa.
8. Clayton L. Keener, Nottingham, Pa.
9. H. D. Kinsey, Quakertown, Pa.
10. J. T. Plummer, Lewistown, Pa.
11. Louis F. Tomey, Easton, Md.
12. D. W. Winter, Glenside, Pa.

#### SECONDARY MARKET MANAGERS

- Altoona - Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118-M  
Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977  
South Jersey—Floyd R. Ealy, County Extension Office, Woodbury, N. J., Box 334, Phone 800  
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083  
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

### Full Story on Order Told in Special Edition

A special edition of the Review was published on March 16 and mailed on March 17. This issue was gotten out so that Inter-State members would have fully and completely the details of the proposed milk marketing order proposed for the Philadelphia area.

That order is now in effect. We feel that the full and complete information Inter-State has sent out to its members from time to time, through the Review, through letters to delegates and local officers,

and otherwise, was, in a great measure, responsible for the overwhelming approval given the order.

We do regret that some of our members did not get the Review as promptly as they should have. That issue was mailed at about 2:00 P.M. on March 17 and all copies should have been delivered the next day or certainly not later than March 19. We have asked the post office to investigate this delay and hope that it will not occur again.

### Penn State Will Study Costs of Milk Production

Milk control agencies, whether State or Federal, must base their price orders upon facts. The cost of production is one of the most important elements in the determination of producer prices and any testimony placed upon a hearing record concerning cost of production must be based upon facts. Inter-State has used for this purpose, data assembled by the farm economics departments of Pennsylvania State College and of the New Jersey College of Agriculture.

Within the next few days specialists from Pennsylvania State College will make an extensive survey of the cost of milk production among a group of farmers in Montgomery county and another group of farmers in Blair county. The exact areas have not yet been determined. This survey will cover every item of cost on which information can be obtained and will be solicited on a voluntary basis from the farmers interviewed.

We are asking Inter-State members in these respective areas, should they be called upon, to give the representatives from State College every possible courtesy and to urge your neighbors to do likewise. We are sure this information will be freely given, with the understanding that it be kept confidential and knowing that the collective information obtained will be highly valuable in ascertaining the true cost of milk production. Giving it will be a valuable service and should repay those farmers interviewed many times over for their trouble.

### Ladino Good for Pasture

Ladino clover is finding favor with many New Jersey dairymen. This crop is a heavy producer and, therefore, responds to proper fertilization, especially of phosphate and potash fertilizers.

It is reported that, in pasturing Ladino, rotation grazing results in greater yields. This intermittent grazing is especially important in the fall.

### Personal Glimpses

An unusual welcome awaited Ray F. Brown of Mill Creek, Pa., when he arrived in Los Angeles just in time to experience their first black-out after the Pearl Harbor attack. The Brown family made the trip West by bus.

Second and third places in the Oxford Dairy Herd Improvement Association were taken by Inter-State members in February. They were H. S. Gatchell and Howard Wollaston. These same members, in addition to E. H. Bailey & Sons and Sloan & Stewart were among the members of that association who had cows which produced 60 pounds or more of butterfat during the month.

The annual dinner of the Cecil County, Md., Jersey Cattle Club was held March 20, with B. H. Welty, Inter-State's president, serving as toastmaster.

The two top herds in the Cecil County Dairy Herd Improvement Association in February were owned by Inter-State members, D. C. Fonda and Carl Feucht. Among others in the association to place high, either in herd performance or individual cow performance, were Ralph Bower, Ennis McGrady, Guy McGrady and Eugene Eng-land.

### Ceilings Placed Over Fertilizer Prices

Price ceilings have been placed on fertilizers, effective February 27 and for sixty days thereafter. It is probable that at the expiration of that period a permanent regulation will be made effective. The price ceiling is based on the list prices used by the manufacturer or dealer during the period between February 16 and 21 or the average price charged on the same kind of sales during this period. If there is no such price list and no such sales were made, then the price will be determined according to other price lists in the same locality.

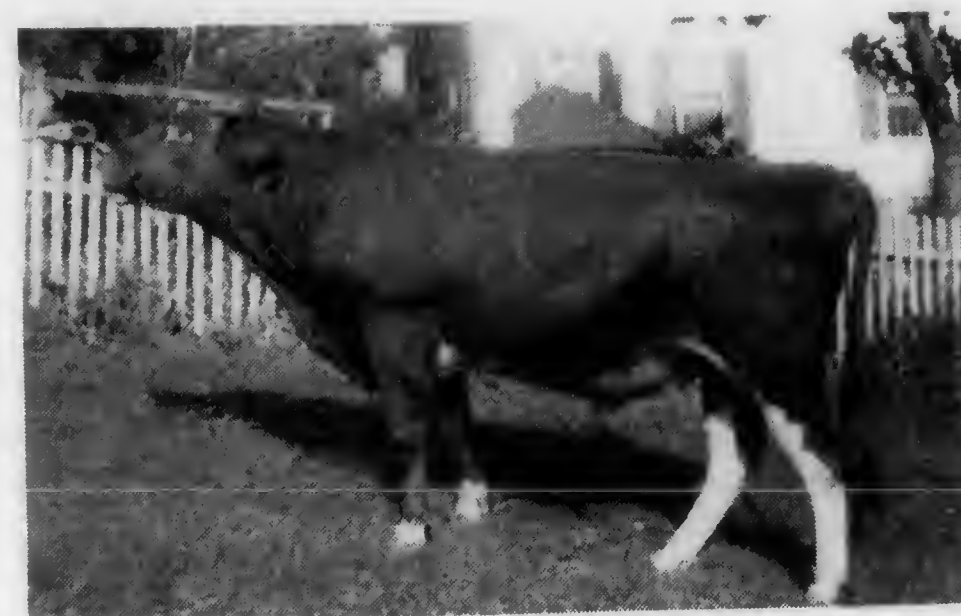
These price ceilings apply to all fertilizer sales of 250 pounds or more. Certain minor exceptions are allowed for particular circumstances.

It is recommended that farmers determine from their county agent or from the county War Board the price levels in effect in their community and to complain to these agencies if fertilizer prices seem to be out of line.

"Queer looking socks, Pat, one red and the other green."

"Yep, and I have another pair at home just like 'em."

This is a picture of  
Tarbell Farms  
Royal Hambro,  
half-brother of two  
cows which hold  
world's records in  
their respective  
classes in the  
Guernsey Advanced  
Register. He is  
owned by J. L.  
Adams & Son of  
Belleville, Pa.



### Waiting Our Turn Keeps Tires Rolling Longer

Our part in winning the war requires making a lot of changes—making what we have last longer, finding substitutes, even doing without. This applies to Inter-State fieldmen, directors, officers and other employees, and must result in careful "rationing" of activities which consume war-scarce materials, especially tires and automobiles.

This affects, particularly, the activities of our field force. It is now necessary that every fieldman make every ounce of rubber in his tires render maximum service to members.

This requires careful planning of schedules, so that the greatest number of calls and a maximum of service can be performed with the least amount of road work. Our men often will find it advisable to stop over at hotels, even when within an hour's drive of their homes, as a means of saving rubber.

Inter-State members are well aware of this situation and recognize the keen desire of their fieldman to give them the best possible service. Each fieldman has the responsibility of planning his own schedule in a manner that will best serve Inter-State members.

This means that, frequently, it is necessary to delay making a call for a day or two, or even three, until it can be fit into the fieldman's schedule without running up an excessive number of miles. It will also mean using the telephone whenever possible to discuss these matters, recognizing that a discussion over the phone may do the job just as well, or that it may serve temporarily until a personal call can be made. Here, again, it is necessary to conserve telephone facilities by being brief and to the point, as these services are frequently overworked because of the tremendous increase in essential messages caused by the war effort.

Inter-State members are urged to call their fieldmen by phone, or write them, whenever special service is desired and, having called them, to cooperate with the fieldman in a

manner that will conserve his time, car and tires so the greatest total good can be extended to all members during our national emergency.

### No National 4-H Camp, Other Plans Developed

There will be no national 4-H club camp at Washington in 1942. This event, usually held in June, is a climax to the club activities, the delegates attending being selected on the basis of leadership, ability and their 4-H records, with four delegates, two boys and two girls, from each state.

The decision to discontinue this camp was arrived at because of the extremely crowded conditions at Washington and a desire to discourage the bringing of crowds to the city, as well as to conserve the nation's war effort.

Instead, a national 4-H mobilization week is being observed April 5 to 11. During that week a concerted effort will be made to reach every one eligible for membership.

Each state will organize its own mobilization week activities and, generally, they will include meetings of present 4-H clubs, with special attention given 4-H work through the press, radio, window displays, circulars and by other means.

### Use More Milk In Beating Sugar Shortage

One way to beat the sugar shortage is to use plenty of milk as a beverage and in cooking. Milk contains its own sugar and this sugar, though perhaps not as sweet as commercial sugar, is just as good a source of energy.

In addition, milk contains the calcium needed by our systems, especially bones and teeth. There is an abundance of vitamins in the butterfat of milk and the proteins are A-1 as a muscle building food.

Last of all, the milk on our own farms is home produced and, therefore, is an economical source of valuable and highly nutritious food—including sugar.

### Receiving Station Changes Effective April 1

On April 1, producers shipping to the Oxford, Pa., receiving station of Abbotts Dairies will have their milk diverted to the Kelton or Goshen plants of the same company, according to the convenience of the individual producer, while the Oxford plant is undergoing extensive alterations. These changes will require several months.

The Waynesboro, Pa., receiving station of the Supplee-Wills-Jones Milk Company is being closed on April 1, the milk of farmers shipping to that plant being transferred to the Hagerstown, Md., and the Chambersburg, Pa., plants of the same company. Notice of this change was sent on March 24 to all producers affected, Inter-State receiving a copy of the notice the next day.

The same notice informed those producers that, also effective April 1, the payment of "A" premiums to them would be discontinued.

Another notice was mailed by the Supplee Company on March 24 to producers supplying the Huntingdon, Pa., receiving station, informing them also that the payment of "A" premiums was being discontinued on April 1 to producers shipping to that plant.

The reason given for discontinuing the payment of the "A" premiums for these two supplies was that "purchases of 'A' milk have far exceeded our sales of this product."

On January 28 Inter-State received another notice from the Supplee Company stating that the Harrington, Del., plant of that company had been leased until further notice to Birtcher Dairy, Inc., of Norfolk, Va. Promptly upon receipt of this notice, which was dated January 24, Inter-State wrote all members shipping to that station informing them that they would be taken care of under their marketing agreement with Inter-State.

Each member affected by this move will be kept fully informed of developments involving the sale of his milk.

Teacher: "How old are you, Bobbie?"

Bobbie: "I'm just at the awkward age."

Teacher: "And what do you call the awkward age?"

Bobbie: "I'm too old to cry and too young to swear."

"How did you get that bad eye?"

"It's a birth mark."

"What do you mean, a birth mark?"

"I got in the wrong one on the Century last night."



### Prices Paid for 4.0% Milk February, 1942

#### F. O. B. Philadelphia

Abbotts Dairies	3.11
Baldwin Dairies	3.02
Breuninger Dairies	3.27
Engel Dairy	3.37
Gross Dairy	3.22
Harbisons' Dairies	3.14
Hutt Dairies	3.08
Missimer-Wood-Narcissa	3.20
Scott-Powell Dairies	3.09
Supplee-Wills-Jones	3.02
Sypherd Dairies	3.04

#### F. O. B. Wilmington

Blue Hen Farms	2.92
Clover Dairy Company	2.95
Delamore Dairy	3.04
Fraim's Dairy	3.07
West End Dairy	3.04

### New Jersey Prices

Weighted Averages, February, 1942		
F. o. b. market, cwt. of 3.5% milk.		
Class I	Class II	Class III
Feb. \$3.60	\$2.45	1.67
March 3.60	2.45	1.68

\*\$3.37 February 1-4.  
The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

### Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. (Price orders in several Pennsylvania markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported).

Average price New York 92-score butter  
Cents Per Pound

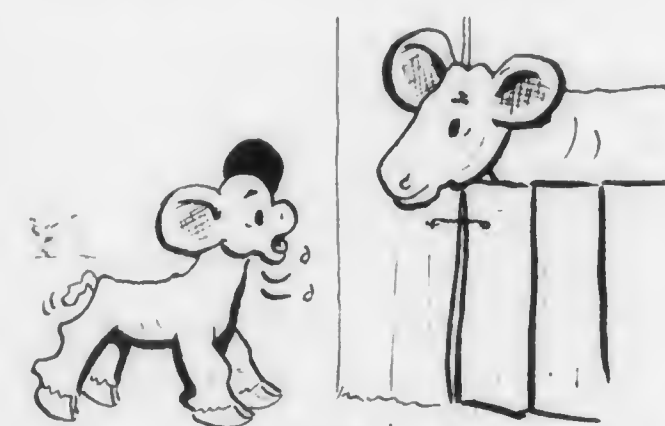
Feb. 1-15—34.83	Mar. 1-15—34.78
Feb. 16-28—34.81	Mar. 16-31—35.08
Feb. 1-28—34.82	Mar. 1-31—34.94

Class III Prices—4.0% Milk		
MARKET	FEB.	MAR.
Phila. and Area 9	\$1.54	\$1.55
Areas 6, 14, 15	1.49	1.55
Areas 4, 10, 11	1.49	1.50
Wilmington	1.54	1.55

The February average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%, and on Class III the differential is one-tenth the price per pound of 92-score butter at New York for that month.



"Mom, I'm going out fer a little hike, how about packin' me a little lunch in a milk bottle?"

### Classification Percentages—February, 1942

#### PHILADELPHIA MARKETING AREA

	Class I		Class II	Class III	Bonus to "A" Producers
	Zone 1	Zone 2			
Abbotts Dairies	65.66	1.34	33	0	61% of Prod.
Baldwin Dairies "A"	69.52	15.82	12.78	1.88	
" " "B"	52.74	11.18	31.49	4.59	
Breuninger Dairies	78.37	0	21.20	.43	
Bucks Co. Farms	x	90	10	0	
Duncan's Dairies	x	87.9	12.1	0	
Engel Dairy	85	0	15	0	61.92% Prod.
Gross Dairies	75	0	25	0	
Harbisons' Dairies	68.9	.8	28.7	1.6	
Hernig, Peter, Sons	55	0	45	0	
Hill Crest Farms	19.07	60.37	20.56	0	
Martin Century Farms	a68.10	a16.13	12.31	a	66.12% Prod.
Miller Flounders Dairy	x	83.59	16.41	0	
Missimer-Wood-Narcissa	46.87	30.39	22.74	0	
Nelson Dairies	b58	38	4		
Scott-Powell Dairies	62	5.75	29	3.25	66.75% Prod.
Supplee-Wills-Jones	51.54	12.46	32	4	42% of Prod.
Sypherd Dairies	68.7	1.9	10.3	19.1	64.6% Prod.
Turner & Wescott	69	0	30	1	
Walnut Bank Farms	b81.22	16.14	2.64		
Wawa Dairy Farms	b70	18	12		

#### DELAWARE AND OTHER PENNSYLVANIA

	Class I	Class II	Class III	Bonus to "A" Producers
	I	IA	II	
Bair, L. O. & Son	59	3	38	0
Blue Hen Dairies	71.7	x	11.4	16.9
Clover Dairy Co.	73.13	x	11.46	15.41
Eachus Dairy Co.	76	11	13	0
Everett Milk & Ice Cream	33.8	1.4	27.3	37.5
Fraim's Dairy	80.72	x	8.12	11.16
May's Dairy	64.5	1	2.5	32
Mt. Union S. Milk Co. 1-15	90	10	0	0
" " " " 16-31	91	9	0	0
Penn Cress Ice Cream Co.	41.8	2.4	55.8	0
Chas. G. Waple Dairies	73.5	7.4	0	19.1
Williamsburg Dairy	95	5	0	0

#### NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess	Bonus to "A" Producers
Abbotts Dairies	c77.5	c4.5	c18	70% of Prod.
Castanea Dairies "A"	68	32	Balance	
" " "B"	80	20	" (e)	
Scott-Powell Dairies "A"	79	21	" (d)	56.2% of Norm.
" " "B"	100	0	"	
Supplee-Wills-Jones	100	0	"	

- a Sales in Area 6—Class I, 3.02% @ \$2.96; Class IA, 0.44% @ \$2.30.  
b Division between Zone 1 and Zone 2, if any, not known.  
c Percentages of production (no norms apply)—0.5% of Class I at special school price.  
d 5% of excess sold as school milk at special price.  
e 24% of excess sold as school milk at special price.  
x This Class does not apply.

### Feed Price Summary for March, 1942

Compiled by the Inter-State Milk Producers' Cooperative, Inc.  
from data supplied by a selected list of feed dealers

Ingredients	March 1942	Feb. 1942	March 1941	% Change March 1942 compared with March 1941
	(\$ per T.)	(\$ per T.)	(\$ per T.)	Feb. 1942 March 1941
Wheat Bran	45.36	44.42	31.58	+2.12 +43.64
Cottonseed Meal 41%	52.64	53.45	38.48	1.52 +36.80
Gluten Feed 23%	42.94	40.98	30.91	+4.78 +38.92
Linseed Meal 34%	44.89	45.51	33.07	1.36 +35.74
Corn Meal	43.71	43.26	33.78	+1.04 +29.40
Mixed Dairy Rations 16%	47.49	46.31	34.22	+2.55 +38.78
" " 24%	52.18	52.07	37.49	+ .21 +39.18
" " 32%	55.59	56.16	39.88	- 1.01 +39.40
Brewer's Grains	41.67	42.93	32.69	- 2.94 +27.47

Leaders are ordinary persons with extraordinary determination.

The best lessons are learned from mistakes.

### Prices 4% Grade "B" Milk (Prices quoted are f. o. b. Delivery point)

February Averages and February and March Schedules. (Explanatory notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price February	Class I Price Feb. & March		Class II Price February March	
			February	March	February	March
Philadelphia Dealers	Philadelphia, Pa.	see page 6	*\$3.58	\$2.17	\$2.18	
Wilmington Dealers	Wilmington, Del.	see page 6	3.37	2.17	2.18	
Abbotts Dairies	Coudersport, Pa.	2.69	*2.98	2.09	2.10	
" "	Curryville, Pa.	2.75	*3.07	2.10	2.11	
" "	Easton, Md.	2.82	*3.16	2.12	2.13	
" "	Goshen, Pa.	2.86	*3.23	2.12	2.13	
" "	Kelton, Pa.	2.88	*3.25	2.13	2.14	
" "	Oxford, Pa.	2.88	*3.25	2.13	2.14	
" "	Port Allegany, Pa.	2.69	*2.98	2.09	2.10	
" "	Spring Creek, Pa.	2.66	*2.94	2.08	2.09	
" "	Tamaqua, Pa.	2.68	*3.20	1.96	1.97	
Bair, L. O., & Son	Richlandtown, Pa.	2.98	*3.22	2.12	2.13	
Breuninger Dairies	Centerville, Md.	2.89	3.40	2.17	2.18	
Centerville Producers' Co-op.	Springfield, Pa.	3.25	x*3.10	2.01	2.29	
Duncans' Dairies	West Chester, Pa.	2.87	*2.96	2.01	2.02	
Eachus Dairies	Everett, Pa.	2.16	*3.22	2.12	2.13	
Everett Milk & Ice Cream Co.	Brandtsville, Pa.	2.88	*3.22	2.12	2.13	
Harbisons' Dairies	Byers, Pa.	2.88	*3.22	2.12	2.13	
" "	Carlisle, Pa.	2.88	*3.16	@2.12	@2.13	
" "	Hurlock, Md.	2.83	*3.22	2.12	2.13	
" "	Kimberton, Pa.	2.88	*3.18	@2.13	@2.14	
" "	Massey, Md.	2.79	*3.10	2.11	2.12	
" "	Millville, Pa.	2.85	*3.18	@2.13	@2.14	
" "	Sudlersville, Md.	—	*3.24	2.01	2.02	
Harshbarger Dairy	Altoona, Pa.	2.70	*3.18	2.12	2.13	
Hernig, Peter, Sons	Boiling Springs, Pa.	2.70	—	—	—	
Hershey Creamery Co.	Greencastle, Pa.	2.70—2.70	—	—	—	
Highland Dairy Co.	Coatesville, Pa.	2.90	x*3.10	2.01	2.29	
Hill Crest Farms	Eddington, Pa.	3.16	a3.40	2.17	2.18	
Hoffman's	Altoona, Pa.	2.41	*3.24	2.01	2.02	
" "	Bedford, Pa.	2.41	*2.96	2.01	2.02	
" "	Huntingdon, Pa.	2.41	*2.96	2.01	2.02	
Johnson, J. Ward	Woodlyn, Pa.	—	3.40	2.17	2.18	
Martin Century Farms	Lansdale, Pa.	3.26	b3.40	2.17	2.18	
May's Dairy	Altoona, Pa.	—	*3.24	2.01	2.02	
Miller-Flounders Dairy	Chester, Pa.	3.20	3.40	2.17	2.18	
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.89—2.90	*2.96	2.01	2.02	
Nelson Dairies	Jeffersonville, Pa.	2.88	a3.40	2.17	2.18	
New York City Buyers	201-210 Mile Zone	2.76	—	—	—	
Pebble Hill Farm	Doylestown, Pa.	—	a3.40	2.17	2.18	
Penn Cress Ice Cream Co.	Cresson, Pa.	2.53	*3.24	2.01	2.02	
Scott-Powell Dairies	Clayton, Del.	2.83	*3.20	2.13	2.14	
" "	New Holland, Pa.	2.87	*3.26	2.13	2.14	
" "	Pottstown, Pa.	2.90	*3.31	2.13	2.14	
" "	Snow Hill, Md.	2.71	*3.04	2.11	2.12	
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.82	—	—	—	
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.67	*3.07	2.10	2.11	
" "	Chambersburg, Pa.	2.73	*3.15	2.11	2.12	
" "	Hagerstown, Md.	2.69	*3.09	2.12	2.13	
" "	Harrington, Del.	2.75	*3.18	2.12	2.13	
" "	Huntingdon, Pa.	2.71	*3.13	2.11	2.12	
" "	Leaman Place, Pa.	2.81	*3.27	2.13	2.14	
" "	Lewistown, Pa.	2.73	*3.15	2.11	2.12	
" "	Mercersburg, Pa.	2.73	*3.15	2.11	2.12	
" "	Mt. Pleasant, Del.	2.75	*3.18	2.13	2.14	
" "	Nassau, Del.	2.73	*3.15	2.12	2.13	
" "	Princess Anne, Md.	2.68	*3.07	2.12	2.13	
" "	Townsend, Del.	2.75	*3.18	2.13	2.14	
" "	Waynesboro, Pa.	2.73	*3.15	2.11	2.12	
" "	Worton, Md.	2.75	*3.18	2.12	2.13	
Swavely, H. R., Dairy	Pottstown, Pa.	—	*3.10	2.01	2.29	
Sylvan Seal Milk Co. (Del. only)	F. O. B. Farm	2.87	—	—	—	
Turner & Wescott	Glen Roy, Pa.	2.90	*3.25	2.13	2.14	
Walnut Bank Farms	Quakertown, Pa.	3.01	c3.40	2.17	2.18	
Charles G. Waple Dairies	Tyrone, Pa.	2.63	*2.96	2.01	2.02	
Wawa Dairy Farms	Wawa, Pa.	2.88	a3.40	2.17	2.18	

\*—A Class I-A Price of \$2.30 per cwt. of 4% milk applies in these markets.

\*—This price applies to that part of the Class I milk sold in Zone I of the Philadelphia Milk Marketing Area—the price of that part of the

Class I milk sold in Zone 2 being 18 cents less per hundred pounds.

@—This is the price Inter-State is insisting that the out-of-state receiving station buyers pay to members in order that the price be uniform

both within and without Pennsylvania. As yet this has not been agreed to by the buyer.

a, b, c—Class I prices on 4% milk sold in Zone I of Area 1 are \$3.48, \$3.45 and \$3.41, respectively.

x—Class I price in March, \$3.30; Class I-A, \$2.40.



## Secondary Markets

### WILMINGTON

At the Wilmington Milk Market Committee meeting at Newark on March 26, C. I. Cohee, president of the Philadelphia Dairy Council, explained the work of the Council in the Wilmington market. The committee recommended that the Dairy Council stress its work with industrial plants in the Wilmington area, urging greater use of milk among employees in those plants.

Market Manager Floyd R. Ealy reported that the milk supply in the Wilmington area was increasing rapidly, one dealer getting 4,500 pounds more milk daily now than three months ago.

He also reported that two members in the Wilmington area had asked to withdraw from Inter-State on April 1, but both have reconsidered and are continuing their membership.

Two special suggestions are made to members; one, that those using milking machines be very careful in the proper cleaning of them. Reference is made to articles on the subject published in recent issues of the Review. The other recommendation is to watch out for garlic and grassy odors in milk and to avoid them through proper management.

### SOUTH JERSEY

The Advisory Committee of the South Jersey Inter-State Milk Market met on March 17, electing to the Executive Committee for 1942 the following: B. H. Allen and C. H. Joyce, representing Burlington county; Robert Duffield and J. W. Gardner, representing Gloucester county; Oakford Richman and F. C. Pettit, representing Salem county; and Allen Ackley and Wm. Lawrence, representing Cumberland county.

A special meeting of this committee was held on March 27, with all members present, to consider plans for the milk hearing called by Director of Milk Control Arthur F. Foran for March 30. The committee decided that Market Manager Floyd Ealy should present a statement for the committee and the South Jersey members, objecting strongly to any reduction in producer prices at this time.

### LANCASTER

Prices in the Lancaster market were increased March 1 as a result of the Milk Control Commission



Dorothy Frackman, 4, won this race with the little pig but lost a shoe doing it. Picture sent by Edwin Frackman, Oxford, Pa.

hearing requested by Inter-State and held on January 6. The 4 percent Class I price was increased from \$3.05 to \$3.32, with increases also in Classes IA, II and III.

Two meetings were held on March 20 for discussion with producers shipping to the New York market, of the terms of the proposed amendment to the New York marketing order. The vote on this order was taken on March 21. The amendment provides for a 26-cent reduction during April, May and June, instead of \$.91 as would have applied automatically without the amendment.

The schedule of classes, percentages and prices on which producers were paid for their milk going to New York during February follows:

Classes	Percentages	Prices
I	41.80	\$3.110
I Outside	4.05	2.760
I Relief	1.70	2.540
II-A	13.88	2.810
II-B	2.20	2.54
II-C	2.29	2.267
III	17.58	2.167
IV-A	16.15	1.854
IV-B	.35	2.055

The blended price, after deductions and adjustments, was \$2.560 per cwt. for milk of 3.5 percent butterfat, f.o.b. 201-210 mile zone, the Lancaster price being \$2.595.

### Wickard Ups Butter Price to Meet Higher Costs

Butter prices are being supported at a minimum of 36 cents a pound at Chicago, with New York prices slightly higher, according to an announcement made on March 28 by Secretary of Agriculture Claude R. Wickard.

In announcing this increase, Secretary Wickard said, "Because of the war emergency it is essential

that milk production be maintained. . . . The price of butter is a significant barometer of dairy production and butter prices have been supported at 34 1/4 cents a pound (at Chicago) recently, which is about 85 percent of parity. In view of the higher costs of feed and labor, however, this price is not adequate to maintain the production of milk at a sufficiently high level."

### Why These Cows Left Home

Dairy herd improvement associations were in operation in 57 of Pennsylvania's 67 counties in 1941. Leading the list were Bradford, Bucks and Tioga counties, each with six associations; Chester, Crawford and Susquehanna, each with five.

Records compiled from reports of the testers in these 109 associations showed that 14,013 cows were removed from association herds during the year, of which 3,688 were sold for dairy purposes. Low production was the biggest reason for cows being culled from herds, with 3,953 eliminated because of membership in the "star boarder sorority." Udder trouble was the reason for 1609 cows being sold; abortion, 1805; sterility, 945; tuberculosis, 111; accident, 256; old age, 350; death, 623 and for other reasons, 673.

The Venango association led the state in the average butterfat production per cow, with 426.1 pounds, followed by two associations from Bucks county, with 422.5 and 403.8 pounds. Altogether there were 26 associations which exceeded an average of a pound of butterfat per cow per day (365 pounds a year) and 22 others which had an average of 350 pounds or more per cow for the year. Eighteen herds showed an average of more than 500 pounds butterfat per cow during the year.

### Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during February, 1942.

Farm Calls	1113
Non-Farm Calls	251
Butterfat Tests	2542
Plants Investigated (first half Feb.)	11
(second half Feb.)	29
Herd Samples Tested	396
Brom Thymol Tests	484
Microscopic Tests	124
Membership Solicitations	354
New Members Signed	42
Local Meetings	3
Attendance	228
District Meetings	16
Attendance	2152
Committee Meetings	11
Attendance	95
Other Meetings	17
Attendance	1833

## We Thought You Might Like To Know

THAT a panel discussion on "Milk" for the Committee on Home Defense was led by C. I. Cohee at a recent meeting of 38 women's group leaders. The discussion was one of a series designed to acquaint women taking the Home Defense course with the many perplexing industrial problems and dealt particularly with the economies of the dairy industry. Each of the women present was expected to relay the information to a much larger group of from 50 to 200 women.

Members of the panel were Mr. Cohee, O. H. Hoffman, Jr., Edward Fuller, president of Sylvan Seal Milk, Inc., and Claude Laudenslager, president of the Philadelphia Milk Bottle Exchange.

In discussing the milk situation, speakers agreed that there was a place for both the distribution of milk to homes and through stores. The policy of milk companies, they stated, is to render each service as the public demands and to the extent it demands.

Mr. Cohee called attention to the nutritional value of milk and showed that no other food supplies the same amount of food value for the same amount of money. He also discussed the legislative regulations and sanitary measures which are placed on the production and distribution of milk and declared that to understand the economies of the milk business you must first of all understand the economies of the production of food on farms, the health factors involved, and the perishable nature of the product.

Mr. Hoffman elaborated on what he enumerated as the essentials in producing milk: first, a highly developed creature called the dairy cow; second, an abundance of the right kinds of feeds; third, a lot of hard work; fourth, a plant and equipment to handle the milk; and fifth, sound and skillful management.

Mr. Laudenslager pointed out that Philadelphia is a city of homes, having over 364,000 as compared to around 294,000 in New York, which has three times the population. For this reason, he said that house-to-house delivery is a much more important factor here than in some larger cities. He also described the great increase in the cost of dealers' supplies, stating that most equipment had jumped from 2 to 15 per cent and some as much as 200 per cent. His figures showed that 77 cents out of every dealer dollar went to the farmer and for labor,

leaving only 33 per cent for other expenses.

Mr. Fuller declared that the most important economic factor for the general public to remember is that milk is no longer a daily perishable food product and that it is no longer necessary to pay for daily distribution service in order to obtain pure, wholesome, fresh milk of the finest quality.

Questions from the Home Defense women promoted a discussion of the possibility of a change in milk price in the near future and an explanation of why it is impossible or impractical to secure powdered whole milk in family containers.

THAT a tribute to Council puppet shows written by a teacher in one of the Philadelphia schools states:

"For ten years now, I have seen these plays sent out by the Philadelphia Dairy Council to the public schools. The wonder and charm of them is ever the same, although the play and the audience may change. . . . For excellence and uniformity of performance I have never known the equal inside school or out . . . I have also gone down to Twentieth and Race to get material for health lessons and have looked at the amazing collection of free materials which the Dairy Council offers as part of its service.

"The women who represent the Dairy Council are, indeed, trained especially for that work. They all have had dramatic work; they must know stage craft, directing, and even playwriting. They are constantly making new plays, new dances, new stories, and new jingles. They are a happy combination of actor, playwright, manager, and property man. At the same time, each one is a teacher of exceptionally high calibre.

" . . . this expresses a thrill I've known for years, shared no doubt by thousands in Philadelphia.—M.R."

THAT a total of 765 teachers, dietitians, nutritionists, nurses, and Home Economics extension representatives visited the Dairy Council office personally in the six months from September 1941 to March 1942 to select literature applicable to their particular work. This figure is especially significant when compared to the number of visitors for the same six months last year, which was only 435.

THAT the work of Dairy Council units in educating industrial workers along the lines of food and nutrition was praised by leading medical

authorities in a recent issue of the Journal of the American Medical Association.

In an article discussing the need of educational work in nutrition for workers in defense industries, it states:

"Many organizations representative of various parts of the food industry, the National Dairy Council to mention but one example, have a valuable contribution to make through their posters and other material prepared for use in the broad educational work concerning nutrition . . . Industry might well make use of these resources."

THAT 275 industrial firms in this area have been contacted by the Dairy Council during the past six months. Of these 275 contacts, 89 per cent are cooperating in the program to promote better health and nutrition among workers. Posters and literature have been distributed and industrial milk services encouraged. Altogether, well over 200,000 employees have been reached through this medium.

THAT 52,000 pieces of literature were distributed through personal contacts and mail orders during February, indicating that the War and Defense have increased the demand for Council materials.

THAT 413 meetings were held by the dramatic and nutrition departments of the Council in February, reaching a total of 76,792 people.

THAT Altoona and Johnstown school and adult groups are being reached again this year by Mrs. Myra Boucher Keller, who gives puppet shows to the grade schools, and Robert C. McKinley, who speaks to High School and business meetings.

THAT 20 Pennsylvania State College students majoring in institutional management visited the Dairy Council office on a field trip recently. Staff members gave an explanation of Council work and an exhibition of its materials.

THAT 11,249 small leaflets of the "Guide to Good Eating" posters were requested and distributed in Atlantic City and Trenton alone during a period of two weeks.

"Can you tell me what they mean by 'selling short' in Wall Street?" "It means buying something you can't get, with money you haven't got, and then later selling what you never had and did not pay for, at more than it cost."



## War Problems Hold Attention At Northeastern Dairy Conference

THE two-day meeting of the Northeastern Dairy Conference held at Washington, D. C., March 3-4, was packed with highly interesting discussions of the dairy industry and its relation to the country's war efforts. It included talks and discussions on price control, priorities, the farm labor situation and our production goals.

The Conference, in accord with its new policy, led off with a discussion of the producer organization serving as host to the Conference, namely, the Maryland and Virginia Milk Producers' Association. This subject was handled by Inter-State's general manager, O. H. Hoffman, Jr. **Responsibilities**

A highly interesting discussion on relationships among cooperative managers, employees and directors was initiated by S. D. Sanders, Cooperative Bank Commissioner, Farm Credit Administration. In this discussion Mr. Sanders stated that "The objective of the association should be to make farming more successful, and not to make money on a capital turnover or the capital invested in the cooperative. I recognize that it requires capital to run a co-op, but patronage from a producer is of far more value and we must recognize his interest first, last and all the time in shaping our policies. The board is a policy-making body and the manager is the go-between between the board and employees. It is a challenge to him to keep closely in touch with the thinking of the board and of the members, and to bring them all the information available."

### "Defense" to "War"

One of the highlights of the first afternoon's session of the Conference was the talk "What Is Needed from Our Dairymen" by Grover Hill, Assistant Secretary of Agriculture. He discussed some of the adjustments that must be made in farming caused by shortages of fertilizer, rubber, machinery, labor and other lesser, but still highly important, items. Mr. Hill said, "Only a few weeks ago we quit talking about defense and have gone to talking about war. It is difficult to have to change suddenly to the realization of what a total war, an all-out war, actually means. It means that you kill or that you get killed; it means that you conquer or that you are conquered; and it means for every American that if we don't win, not only we but our children are enslaved." He said

that deferment for any certain class of citizens would be impossible, stating that "unless the morale of the men is there you don't have an army, and you can't get that morale when you give blanket deferment to people. . . . deferment has got to be on an individual basis with you just like it is with all other producers. . . ."

Charles W. Holman, secretary of the National Cooperative Milk Producers' Federation, discussed the price control bill and farm prices. He gave the history of farm prices since before the first world war, up through to the present. He also discussed labor and wage laws and their effects on the national economy. Mr. Holman stated emphatically that in his opinion the production goal set for dairymen could not be met without adequate price guarantees, which would assure producers of at least cost of production in their attempts to meet these goals.

### Must Use Both Hands

The principal speaker at the banquet on the evening of March 3 was Ralph O. Brewster, United States Senator from Maine. He discussed in brief and pointed statements the effort that this country must make in order to win this war, emphasizing that the nation's enemies have pointed every effort for years toward the development of a war machine, giving up luxuries, conveniences and even many articles which are considered necessities. He said, "We can not win this war with one hand, and that is what we have been trying to do up to now. We have turned our production facilities about 25 percent to defense materials and the other 75 percent have been going on the same old way. Even America is not big enough to do that job, we have got to get both hands out from behind our backs, and instead of 25 percent of our production for defense we have to have 50 percent of our production for defensive action, and that without much more delay."

The Wednesday morning session opened with a discussion of milk control led off by D. O. Hammerberg, Connecticut Milk Administrator. This subject was discussed from the angle of Federal control by Roy F. Hendrickson, Agricultural Marketing Administrator, while the effect of milk control from the view point of the dairyman was discussed by Fred H. Sexauer, president of the Dairymen's League.

Mr. Hendrickson discussed the needs for dairy products by our own

people, our armed forces and by our country's allies. Dairy products destined for export are principally evaporated milk, cheese and dry skim milk, the amounts to be exported depending to quite an extent upon the availability of ships.

### Our Job in the Northeast

As for the Northeast, he pointed out that the dairyman's first responsibility would be to keep his production in line with the increased needs of consumers in this part of the country, adding that it was up to each individual farmer whether he would produce in excess of those amounts, depending upon the return he might get for such milk.

M. Clifford Townsend, Director, Office of Agricultural Defense Relations, in his talk on "What Is Happening on Priorities" stated that "The old standbys of a peacetime economy—profit and convenience, desirable as they are—are not enough to give us the production of foods and arms to overwhelm our enemies. Each of us should recognize that his responsibility is so great that profits and convenience are no longer a primary consideration in increasing production."

### Guns or Gadgets

On priorities, Townsend said, "Priorities are not some devilish invention to annoy honest citizens. It is a system to withhold as much of the metals and chemicals as can be diverted into ships, bombs, guns, airplanes and tanks. At first the choice was 'What do you want—guns or gadgets?' We wanted guns, so we stopped making gadgets. A few weeks ago we asked ourselves 'Do we want guns—or cars and refrigerators?' We wanted guns."

The final session of the Conference opened with P. C. Turner, president of the Maryland Farm Bureau, describing some of the steps taken in that state to ease the farm labor situation. This included understandings with draft boards on skilled farm labor, and on the policies of the NYA and WPA so as not to keep available labor from the farms. He stated that Maryland had investigated the possibility of using penal labor, conscientious objectors, farmerettes, high school boys and even war prisoners. Most of these, however, are being considered only for the future.

Committee reports were given during closing sessions and covered "Developments Affecting Milk Consumption," "Dairy Herd Replacement

(Please turn to next page)

## Producers Approve Amended New York Order

The Federal order regulating the handling of milk in the New York market was amended, effective April 1, with more than 98 percent of the dairy farmers in the six states of the milk shed who voted giving their approval. It is reported that all cooperatives which exercised the privilege of voting as a group cast their ballots in favor of the amendments.

The Class I price at New York has been \$3.11 per hundred pounds of 3.5 percent milk in the 201-10 mile zone and would have dropped on April 1 to \$2.20 had the amendments not been approved. Under the amendments the price will be \$2.85 in April and on July 1 will return to about \$3.10, the exact price at that time depending upon prices of certain manufactured dairy products.

Certain changes were made in the classification of milk.

## Save Your Bale Ties To Build More Tanks

The amount of baling wire used in this country in a year requires as much steel as is necessary for the building of three modern battle ships or 3,000 medium tanks, according to the United States Department of Agriculture, which states that between 90,000 and 100,000 tons of metal is used for this purpose each year.

Because of this tremendous consumption there is grave danger of a shortage and livestock men are urged to use every precaution in conserving bale ties.

It is suggested that ties be removed carefully and the bent ends straightened for re-use. If the bale ties are cut they should be cut as near the loop as possible, so as to leave most of the wire for use again. It is suggested, also, that splicing of ties might be practiced.

If, in using ties the second time, it is found that they are shorter than standard, slightly shorter bales might be made. It is suggested that when the bale ties are saved from season to season, they be wiped with oil and stored in a dry place in order to prevent rusting.

"Uncle Joe," said Albert Edward Wiggam, the author, meeting an old dairyman who was always cheerful in spite of having had more than his share of life's troubles, "how have you managed to remain so cheerful and calm?"

"Well, I'll tell you," replied Uncle Joe. "Ise jus' learned to cooperate wid de inevitable."

## BEST EQUIPPED TO DO THE JOB!

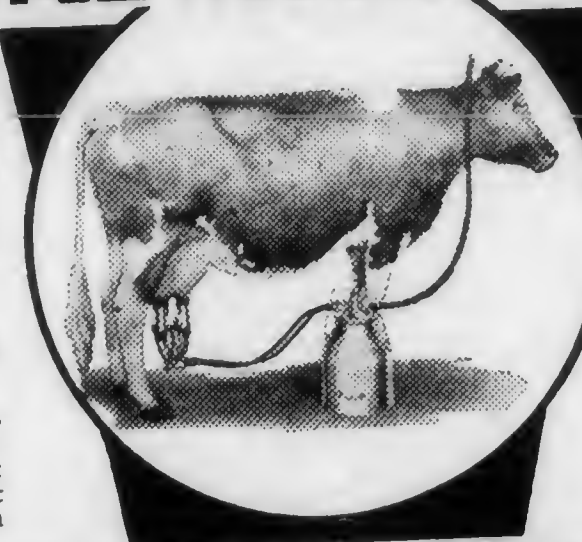
PRESENT DAY REQUIREMENTS AND CONDITIONS  
ARE EASILY MET BY THIS COUNTRY'S  
**DE LAVAL MILKER USERS**

### Saving Time and Labor

De Laval Milkers save at least half the time and man-power required to milk by hand while doing a better job of milking.

### Increasing Milk Production

De Laval's best, fastest and cleanest milking maintains highest production throughout the cow's entire lactation period and lifetime.



### Improving Milk Quality

Exclusive De Laval sanitary features and construction which enable quick, easy, thorough washing methods, make cleanest milk production certain.

### Bettering Herd Health

De Laval's uniform, gentle action and perfect fitting test-cups milk each cow properly—and aid herd health and production.

### THE DE LAVAL MAGNETIC SPEEDWAY



### THE DE LAVAL Sterling

The world's best, fastest and cleanest milker—the only method of milking that assures that each cow will be milked in the same uniform, regular and correct manner each milking. All the units in use on an outfit milk alike, with pulsations controlled by magnetic force directly from master control in the pulso-pump.

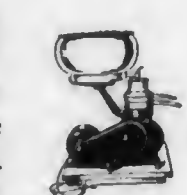
**GREAT  
DE LAVAL  
MILKERS**

A worthy companion to the wonderful De Laval Magnetic Speedway Milker—the De Laval Sterling provides De Laval-quality milking and is a great milker particularly for smaller herd owners to whom lower price is an important consideration. The Sterling Pulsator has only two simple moving parts—no oiling.



## DE LAVAL SEPARATORS ARE SAVING, TOO

Butterfat is the most valuable of all animal fats—we can afford to lose none of it. Thousands of farmers are making dead sure of this by installing new De Laval Separators, for they know that all De Laval Separators, regardless of size or price, skim cleanest, last longest are easiest to wash and cost less per year of use. A size and style for every need and purse. Try a De Laval today.



**THE DE LAVAL SEPARATOR COMPANY**  
NEW YORK 165 Broadway CHICAGO 427 Randolph St. SAN FRANCISCO 61 Beale St.

**KEEP THEM MILKING!**

## War Problems

(Continued from Page 10)

ments," "New Statistical Information," and "The Disease Control Situation."

At the business session, which closed the program, Harold Stanley, Secretary of the New York Grange, and B. B. Derrick manager of the Maryland and Virginia Milk Producers' Association, were elected members of the Executive Committee. Dr. R. B. Corbett, Director of the Experiment Station, University of Maryland was re-elected president; C. Marsden Bacon, president of the Connecticut Milk Producers' Association, was elected vice-president; O. H. Hoffman, Jr., was re-elected treasurer and W. Bruce Silcox of the United States Department of Agriculture, was re-elected secretary.

## Britain Gets Three Billion Pounds Lend-Lease Goods

More than 3,311 million pounds of agricultural commodities have been delivered to the British Government under Lend-Lease arrangements up to January 1, 1942. Total cost of these commodities delivered at shipping points was over \$367,000,000.

In pounds the quantity of corn was greatest, with 685 million pounds, followed by evaporated milk with 443 million and lard with 243 million pounds. Other leading shipments included meat products, 312 million pounds; beans, 186 million; starch, 133 million; canned tomatoes, 97 million; prunes 96 million and cheese, 91 million pounds.

A man looking for trouble needs no search warrant.



# Miners' Union Enlists Farmers CIO Branch Active in N. Y. and Mich.

JOHN L. LEWIS and his daughter, Kathryn, have been active in some parts of the country in plans to bring dairy farmers into "District 50" of their United Mine Workers Union of the CIO. The activity apparently has centered in the New York and Detroit milk sheds, with scattered but unconfirmed reports of work in Illinois, Wisconsin and Minnesota.

## "Time" Comments

"Time," the national news magazine, carried the comment in its March 16 issue that, "District 50 claimed that the farmer delegates, who were signed up last week by Miss Lewis, represented 22,000 New York dairymen. Observers thought 5,000-6,000 dues-paying members a likelier number. But every little bit in the Lewis treasury helps." Other reports indicate the possibility of serious defections on this matter among the rank and file of members of that organization.

The "Daily Press," Utica, N. Y., a newspaper published almost in the heart of the territory where organizational activities are centered, says, "To most readers, the proposal to have dairy farmers affiliated with the United Mine Workers will not make sense. So far as they know, no one has invented a process for mining milk and the presence of John L. Lewis in a dairy barn can hardly be expected to increase the contentment which is supposed to raise cows' productivity."

The American Agriculturist, in an editorial in its March 14 issue, says, in part, "The farmer will be promised the sky, and nothing will be demanded of him in return—FOR A TIME. These trained organizers, who know nothing of milk marketing, will promise costs of production plus a profit, for all the milk the farmer can produce."

"Some of these promises make good listening to farmers who have struggled with low prices, surpluses, and other production and marketing problems for a lifetime. But any dairyman needs only to think over these promises for a moment to realize their absurdity."

## A Michigan Opinion

The attitude in Michigan is summarized in the Michigan Milk Messenger as follows: "Opinion among actual farmers does not appear to be very keen for tying up with labor unions, whether of the Lewis stripe or any other. However, farmers

quite generally endorse the principle of union for industrial workers. What they do not like is minorities enforcing their will over majorities by the use of illegal, imported dictatorial power methods."

The difficulty of getting a clear picture of the labor union drive among dairymen is further complicated by apparent differences of opinion among labor leaders themselves. It has been frequently reported in the press that there is antagonism between John L. Lewis, former president of CIO, and Phillip Murray, the present president, with rumors that Lewis is attempting to set up an entirely new national labor organization. On this matter, the Dairy Record of St. Paul, Minnesota, in its March 4 issue, says, "District 50's plans in Minnesota ran up against a stumbling block last week when the state council of the CIO formally repudiated the drive for dairy farmer members and pledged allegiance to Phillip Murray, CIO president and antagonist of CIO's founder, John L. Lewis."

"That Lewis is serious is indicated by his wholesale purge of labor leaders who are not personally loyal to him. It is reported that 14 . . . have lost their jobs."

## Breeders State Position

Several county dairy breed associations in Pennsylvania have passed resolutions on the subject and in every instance the tenor of the resolutions indicated a feeling that the taking of dairymen into a labor union would be detrimental to the best interests of the dairy industry and of the dairymen themselves. Comments in the farm press have generally counseled against the affiliation of labor and dairymen.

## From "Hoard's Dairyman"

Many comments have been heard to the effect that farmers and the laboring group, even with many mutual problems, can not successfully tie up in one organization. This attitude is summarized in an editorial comment appearing in the March 25 issue of "Hoard's Dairyman," as follows:

"The attempt to gather into one organization two groups of differing and competing desires is not going to solve the problem of the American worker or the American farmer. Those who would join an organization of this character with the expectation of accomplishing good

results will be sorely disappointed. Instead of accomplishment the dividends will be disappointments, lower prices for farm products, and ill feeling between the American worker and American farmer."

## Emergency Plans Outlined For Handling Milk

Plans have been developed in the New York area for the re-routing of milk trucks in case of emergency, such as the damaging of city milk plants, or of bridges, railroads or other of the usual transportation routes or facilities.

Truck control stations have been established on feeder routes into the New York metropolitan area and the route of every truck and tank car has been mapped. In case a city milk plant or transportation artery is damaged, the control station would be immediately notified and any truck destined for the damaged plant, or which is routed over the damaged transportation facilities, would be re-routed according to pre-determined plans, so that the milk would go through and would be available to consumers approximately on schedule.

These plans were developed by the metropolitan defense transport committee.

## Do It Quickly

Research is showing that quick milking is rewarded by better total production. The reason? A hormone released by the cow into her blood stream makes the muscles holding the milk in her udder let go of it. If you don't get her milk before the effects of this hormone are gone you won't get it because she apparently can't "let it down" again right away. Also milk left in her udder tends to "back up" and slow down secretion of more milk. So, you lose two ways. Seven minutes after milking starts you should be through. Five minutes or less is probably better.

—American Dairyman.

"Would you love me every bit as much if father lost all his money?"  
"He hasn't, has he?"  
"No."  
"My darling, what a question to ask! Of course I would!"

## Buy Defense Bonds and Stamps

## Price Drop Considered at New Jersey Hearing

The hearing on milk prices held at Trenton, March 30, was for the purpose of reviewing the price situation, and especially to get facts on the cost of production. The wording of the call indicated that if these facts so justified a reduction in prices would be ordered for the period up to July 1. It was also stated that it is anticipated that further hearings will be held prior to July 1 to establish prices for the high cost seasons.

Inter-State was represented at this hearing by F. P. Willits, Jr., Inter-State's statistician; by Floyd R. Ealy, market manager of the South Jersey market, and by H. H. Fisher, secretary of the Trenton Secondary Market Committee.

Mr. Willits, in his testimony, presented facts on production costs showing that labor costs and feed prices are so much higher than a year ago, and still going up, that it left the Director no choice but at least to maintain the present price schedule. Similar testimony was given by Mr. Ealy and Mr. Fisher, each expressing the views of producers in their respective sections of the state and stressing the fact that lower costs during the spring months are merely wishful thinking so far as this year is concerned.

## Grass Silage Possible Without Preservatives

Although there appears to be no acute shortage of molasses or other preservative at present, a possible shortage in the future has led farmers to consider ways of making grass silage without preservative materials—a practice which has been successful where the right crops were used.

H. R. Cox, extension agronomist at Rutgers University, says that "mixing 250 pounds of corn meal or corn and cob meal with a ton of green material as it goes into the silo has produced satisfactory results." Field corn or stalks of sweet corn can be mixed with soy beans, late cut alfalfa and other green grass crops toward the close of the season to make good silage, he continues.

"It seems probable that there will be an increase in the use of sweet sorghum varieties this year for silage since this crop has a high sugar content," Cox reports.

Mixed seedlings of amber cane sorghum and soy beans were planted for silage by a number of Central Jersey growers during the past year and, where the crop was not so heavy as to make loading difficult, this mixture appeared to be entirely

satisfactory. The seeding rate used was about one-and-one-half bushels of soy beans and 30 pounds of amber cane sorghum to the acre, the two seeds mixed and sown through the grain hopper.

"Either amber cane sorghum or Atlas sorgho might be planted alone and put into the silo with grass crops harvested at the same time. Such crops as soy beans or late cutting alfalfa could be used and each crop ensiled in approximately the same quantity. The two crops may be put into the chopper from either side of the machine."

"Where amber cane sorghum or Atlas sorgho are sown alone, the customary broadcast seeding rate is about 50 pounds per acre. The sorghums are best seeded in late spring after the weather has become warm and settled."

## "Bull Loaners" Are Wrecking Many Good Herds

It is reported by John A. Conover, extension dairyman at the University of Maryland, that one of the worst dangers to the future welfare of dairymen is the professional "bull loaner." These bull loaners operate by buying up bull calves and loaning them to farmers for a year or more just for the keep and at the end of that time picking them up, selling them to the butcher and leaving another calf for the farmer to grow out at no cost to the bull owner, except what small risk he might take in the possible death of the animal.

As generally practiced, there is very little of praise to say for this system. Almost without exception such bulls are of unknown ancestry and the chances are strongly against the progeny of such bulls having satisfactory or profitable production. In fact, the next generation is likely to be so poor at the pail that such bulls may actually be the world's costliest.

Mr. Conover says that such a system will lower production faster than all the dairy herd improvement associations can build it up.

It does seem, however, that this offers an opportunity for the pure-bred breeder, with some good bull calves, to help dairymen generally and at the same time "prove" his bulls by comparing the production of their offspring on these farms with the production of their dams. If good bulls are loaned out in this manner it would be a real help to the small herd owner and at the same time give the breeder a chance to spot the exceptional bulls which deserve a life time place at the head of the herd in the best breeding establishments.



HTH-15 is a chlorine bactericide in free-flowing powder form. Easy to use . . . Low cost . . . Harmless to dairy metals.

## Helps Avoid Rejects

Sanitize containers and utensils with HTH-15—helps keep bacteria counts down.

Generous Sample FREE.

THE MATHIESON ALKALI WORKS (Inc.)

1208 60 East 42nd St. New York, N. Y.



## Ease and Speed the Chores

At Mighty LOW COST!

FORDS MILKERS



Milking time becomes light, fast work with a modern FORDS Milker. You like its simplicity, beauty and remarkable EASE OF CLEANING—from the first. Ideal for the average farm—no pipelines, easily installed; full line of gas or electric powered models, fully guaranteed. Get literature, prices—NOW!

MYERS-SHERMAN CO., 1312 E. 12th, Streator, Ill.

## Farmers Provide Own Meat

The Bureau of the Census reports that farm butchering is on the increase in America, the trend having reversed from that shown in the 1930 census. In 1940, 1,312,565 cattle and calves were butchered on farms. In the same year there were 13,084,763 hogs and pigs and 453,145 sheep and lambs butchered.

One factor believed to be responsible for this increase is the rapid growth of the local refrigerator storage plants, said now to number more than 3000. This permits the long-time storage of farm slaughtered livestock.

True courage is like a kite—a contrary wind raises it higher.



# Costs Up—Product Prices Down

**I**NCREASED COSTS of production and lower values of manufactured dairy products were the outstanding features of the dairy situation during March.

Milk production during February, according to Inter-State records, averaged 266 pounds per farm per day, a 7.7 percent increase over February, 1941. The local USDA Market News Service report for the week ending March 14, showed about an 8 percent increase per farm, based on about 5,000 herds. This is about the same rate of increase as has been recorded the past two years. There has, however, been a decrease in the number of farms shipping into the market, which means that the total net gain in receipts has not been as great as the increase per farm.

Higher costs have accompanied this increase in production, present costs being even greater than those experienced last fall. This applies to both feed and labor items, which together make up approximately 75 percent of all costs of milk production. According to the USDA "Farm Labor Report," labor rates were higher on March 1 than on January 1 in the four states from which Philadelphia draws its milk supply. The greatest increases in rates were in Delaware and Maryland.

Feed prices in March, 1942, were from 27 to 44 percent higher than a year earlier, according to Inter-State's report of feed prices. As compared with February, the trend is mixed, ranging from a reduction of 3 percent for dried brewers grains to an increase of nearly 4 percent for gluten feed. A tabulation showing prices and comparisons appears on page 6.

Prices of manufactured dairy products were generally lower in March than in February. This is believed due in part to the normal seasonal trend and in part to certain phases of the war situation. Lack of transportation facilities to move the evaporated milk, cheese and milk powder, and the shortage of sugar for ice cream, chocolate and similar purposes have had a depressing effect on prices, especially of cream. A stabilizing influence has been the Government's support of the butter market. Purchases through the DPMA during the week ending March 27 were 8,907 packages (about 60 pounds each), making a total of 175,671 packages bought on the Chicago and New

York markets since January 1. In addition, the Government purchased 8,700,000 pounds of cheese and nearly 11,000,000 pounds of skimmilk powder during the same week.

Cream prices have shown continued weakness in the Philadelphia market during the past month. The price of cream meeting Lower Merion and Newark approvals ranged from \$17.00 to \$17.25 per 40-quart can during the week ending March 28, making the butterfat value of 100 pounds of 4 percent milk about \$2.05. Cream having Pennsylvania approval only was quoted at about \$16.50 per can, equivalent to \$1.97 per 100 pounds of 4 percent milk. These milk values carry no allowance for the value of the skimmilk nor for the cost of processing or handling.

Receipts of cream at Philadelphia during the week ending March 21 totalled 5,001 cans of 40 quarts each, down 415 cans from the corresponding week last year. Total receipts from January 1 to March 21 have been 52,452 cans, a 4,725-can decrease from the 1941 figure. Receipts the second week of March were as follows: Pennsylvania, 2098 cans; New Jersey, 8; Maryland, 657; New York, 478; Indiana, 1208; and Wisconsin, 552 cans.

Butter prices have been steady, the price of 92-score at New York having ranged between 34 $\frac{3}{4}$  and 35 cents since January 28. However, on March 28 the USDA announced that butter would be supported at 36 cents at Chicago, instead of 34 $\frac{3}{4}$  cents as previously, New York also responding, closing the month at 36 $\frac{3}{4}$ . The March average at New York was 34.94 cents, a 3.36 cent increase over the March, 1941, average.

Creamery butter production totalled 119,000,000 pounds in February, 8.7 percent less than a year ago. Cheese production, however, was 56 percent higher than last year, totalling 58,000,000 pounds in February, indicating a rather extensive diversion of milk from butter to cheese.

Evaporated milk production in February, with an output of 297,000,000 pounds, was up 77 percent over a year ago. With storage supplies of evaporated milk on March 1 at 216,410,000 pounds, or only 22 percent more than the 177,000,000 pounds a year earlier it would seem that this product is moving into trade channels without

interruption. March 1 storage supplies were about 112,000,000 pounds less than the January 1 supply.

Prices paid producers by evaporators averaged \$2.08 per hundred-weight of 3.5 percent milk in February, an 8-cent drop from January but 63 cents above the February, 1941, price.

Skimmilk powder production was about 38,000,000 pounds in February, a 6,000,000 pound increase over last year. The output of dried buttermilk also showed a slight increase but the output of dried whole milk was down slightly. The average price of skimmilk powder, for both human and animal consumption, was 12.75 cents in February, a slight reduction from January but 6.7 cents higher than in February, 1941. Whole milk powder prices in February were quoted at 25 cents,  $\frac{1}{2}$ -cent higher than in January and 7.5 cents higher than a year ago.

The 29,000,000 pounds of dry skimmilk in storage on March 1 is a 7,000,000-pound reduction from the supply a year earlier, according to USDA figures.

Fluid milk consumption in 152 markets of the country as reported by the Milk Industry Foundation averaged 4.14 percent greater in February, 1942, than in February, 1941. The same report states that employment of the reporting milk companies had increased 1.69 percent while their total payrolls had gone up 9.52 percent as compared with a year ago. No data on milk consumption are available for the Philadelphia market.

Date	Philadelphia	New York	Chicago
2	35 $\frac{1}{4}$	34 $\frac{3}{4}$	34
3	35 $\frac{1}{4}$	34 $\frac{3}{4}$	34 $\frac{1}{4}$
4	35 $\frac{1}{4}$	34 $\frac{3}{4}$	34 $\frac{1}{4}$
5	35 $\frac{1}{2}$	34 $\frac{3}{4}$	34 $\frac{1}{4}$
6	35 $\frac{1}{4}$	35	34 $\frac{1}{4}$
7	—	—	34 $\frac{1}{2}$
9	35 $\frac{1}{2}$	34 $\frac{3}{4}$	34 $\frac{1}{2}$
10	35 $\frac{1}{2}$	34 $\frac{3}{4}$	34 $\frac{1}{2}$
11	35 $\frac{1}{2}$	34 $\frac{3}{4}$	34 $\frac{1}{2}$
12	35 $\frac{1}{2}$	34 $\frac{3}{4}$	34 $\frac{1}{2}$
13	35 $\frac{1}{2}$	34 $\frac{3}{4}$	34 $\frac{1}{2}$
14	—	—	34 $\frac{1}{4}$
16	35 $\frac{1}{2}$	34 $\frac{3}{4}$	34 $\frac{1}{4}$
17	35 $\frac{1}{4}$	34 $\frac{3}{4}$	34 $\frac{1}{4}$
18	35 $\frac{1}{4}$	34 $\frac{3}{4}$	34 $\frac{1}{4}$
19	35 $\frac{1}{4}$	34 $\frac{3}{4}$	34
20	35 $\frac{1}{2}$	34 $\frac{3}{4}$	34 $\frac{1}{4}$
21	—	—	34 $\frac{1}{4}$
23	35 $\frac{1}{4}$	34 $\frac{3}{4}$	34 $\frac{1}{4}$
24	35 $\frac{1}{4}$	34 $\frac{3}{4}$	34 $\frac{1}{4}$
25	35 $\frac{1}{4}$	34 $\frac{3}{4}$	34
26	35 $\frac{1}{4}$	34 $\frac{3}{4}$	34 $\frac{1}{4}$
27	35 $\frac{1}{2}$	34 $\frac{3}{4}$	34 $\frac{1}{4}$
28	—	—	35
30	37 $\frac{1}{4}$	36 $\frac{1}{4}$	35
31	37 $\frac{1}{4}$	36 $\frac{1}{4}$	36
Average	35.56	34.94	34.45
Feb. '42	35.31	34.82	34.49
March '41	32.08	31.58	30.79

You can build no tomorrow without today's foundation.

## Producer Prices Go Up In State-Wide Area

New prices in Area 11, the State-Wide area, became effective on March 17, under Order A-90 issued by the Pennsylvania Milk Control Commission. This order includes all parts of Pennsylvania not specifically included in other areas.

Prices in this order, based on 3.5 percent milk, are: Class I, \$2.88; Class IA, \$2.20; Class II,  $3\frac{1}{2}$  times New York butter, plus 20 percent and plus \$.50 which, under March prices, would be \$1.97. The Class III price, also based on a butter formula, would be \$1.32 in March. These prices represent increases of \$.25 on Class I, \$.10 on Class IA and \$.20 on Class II over those previously in effect.

The retail price of milk in the State-Wide Area is \$.13 per quart of Grade B milk, an increase of \$.01 with no increase in the price of pints. Slight upward adjustments were also made in the retail price of certain units of fluid cream.

## Rubber Care Today Saves It For Tomorrow

The three major enemies of rubber are heat, light and oils and greases. This is true in the home, on the farm or any other place. To save the rubber remove all traces of oil or grease as soon as possible, clean with warm water and mild soap, rinse thoroughly after washing and dry carefully.

When rubber articles are not in use, the best place to store them is in a cool dark place. They should be stored clean and dry and in a natural position. Rubber footwear, such as boots and galoshes, should be stuffed loosely with paper before storing.

## Cows On Pasture Need Sound Feeding Program

The cheapest milk can be produced on pasture, yet pasture can be the cause of increased cost of winter milk production. That is the reason why Carl B. Bender, professor of dairy husbandry at the New Jersey College of Agriculture, Rutgers University, says that sound feeding management must be practiced in order to get the best results from dairy cows on pasture.

"Pasture is one of the best feeds for milking cows—it is palatable, bulky, nutritious but frequently too laxative," Bender said. "When cattle are turned out on early pasture, production is stimulated and barn feed is frequently refused. This fact often leads dairymen astray because they think that the pasture is furnishing sufficient nutri-

ents to meet the cows' requirements for body maintenance and production. Such pasture is not perfectly balanced, being high in protein, low in dry matter, and low in fat, and the total digestible nutrient content is usually below the needs of the high producing animal. In order to overcome this deficiency, some low protein grain mixture and hay should be fed on early pasture. As the pasture becomes shorter, the protein content of the grain should be increased to 16 or 18 per cent and more supplemental roughage should be fed.

"The cows' flesh condition is the best criterion of the feeding practice. Do not allow them to lose flesh while on pasture. If they go into the barn in the fall in thin condition, the cost of producing milk will increase."

## Butter Has "Extra" Values, Scientific Tests Show

The National Dairy Council reports that research work carried on by Professor E. B. Hart at the University of Wisconsin reveals that butter contains hitherto undiscovered growth factors. In his experimental work, Dr. Hart first used corn oil, which is considered a very poor source of this substance, and added various amounts of butterfat to it, with the result that butterfat was shown definitely superior.

In another test butterfat was treated to a hydrogenation process along with corn oil, coconut oil, cotton oil and soy bean oil. Upon feeding these products to laboratory animals, it was discovered that excellent growth was made when the treated butterfat was fed but that when the other products were fed growth was retarded rather than increased.

This is one more scientific proof that butter is one of the few food fats which is definitely superior for promoting health and growth. It proves, further, that vegetable oils and fats are generally inferior in this respect.

## Meeting Calendar

April 21—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.  
April 28—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.  
April 28—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.

The new wedding pledge for the bride is "to love, cherish, and inspire."

For the groom probably it will be "to love, nourish and perspire."



## Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

## DAIRY CATTLE SUPPLIES

Electric cow and calf weaner positively stops all sucking habits instantly, cures permanently in a few days. Uses ordinary flash light cells. Sample sent on five days' free trial. Dealers wanted for complete line of allied items. KOW KICKER CO., Sioux City, Iowa.

## Cash Prizes

For Winning Pictures in the

## REVIEW PICTURE CONTEST

## Prizes...

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

## Open to...

Members of the Inter-State Milk Producers' Cooperative and their families.

## Requirements...

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of picture.
4. Identification of sender.

(Unused pictures will be returned)

"Lady," said migrant Mike, "would you lend me a cake of soap?"

"Do you mean to tell me you want soap?"

"Yes'm. Me partner's got de hiccups an' I want to scare him."

Entomologists of the United States Department of Agriculture are using the gases from dry ice to anesthetize the larvae of Japanese beetles. This is one step in the delicate operation of infesting the larvae with a certain disease which ultimately destroys the beetle larvae and infests the soil so thoroughly that other larvae become infected in turn and die. This is considered as one major means of controlling this pest.



### Late Planted Corn Escapes Beetle Ravages

Experiments reported by the departments of entomology and agronomy at the University of Maryland have shown conclusively that the yield of corn can be materially improved in areas infested with Japanese beetles if planting is delayed so that the corn will silk after the first week of August. Experience has shown that in heavily infested areas losses of 10 to 50 percent in the corn crop may be expected if the corn is planted early. On one farm in Harford county a plot of corn planted on May 16 yielded 22 damaged ears and 8 good ones—corn planted on June 10, on the same farm, resulted in one damaged ear and 27 good ears.

As a result of the tests extending over four years, recommendations for northeastern Maryland are that long-season corn be planted May 25 to June 1; mid-season corn from June 1 to June 7; and short season corn from June 7 to June 14.

### Milk Sales Will Be Pushed In Special June Campaign

June will again be Dairy Month and plans are under way for a national educational campaign during that month for promoting the increased use of dairy products. This announcement was made by Chas. W. Holman, secretary of the National Cooperative Milk Producers' Cooperative, who is serving as chairman of the Dairy Month campaign.

"Our efforts this year will dovetail with the government's nutrition campaign," said Mr. Holman, "but our investigations indicate that there are many communities in America where there will be unmarketable surpluses of fluid milk due to the government's production campaign having overreached itself. Particular emphasis will be placed upon efforts to move into consumption milk and its products in those communities. We are asking all elements of food distribution to cooperate in this undertaking. Special emphasis will also be placed upon reduction of anticipated exceedingly large surpluses of butter."

"Decision to continue the June Dairy Month educational work was intrusted to a special committee consisting of Milton Hult of Chicago, president of the National Dairy Council; W. A. Wentworth of New York, chairman of the Dairy Industry Committee; John P. Nichols of New York, president of the Institute of Distribution; Fred J. Griffith of New York, secretary of the National Association of Chain Drug Stores; John A. Logan of

### MAULTON FARMS' MILKING HERD GUERNSEY DISPERSAL

THURSDAY, APRIL 23, 1942, at 10 A. M.

On Greenbank Farm, 3 miles South of Coatesville, Pennsylvania, near Mortonville on Route 840

Tuberculin Accredited Negative on Blood Test March 16, 1942

80 Cows, 57 under 7 years of age and 3 Herd Sires.

This, one of the best known and *highest producing herds* in South-eastern Pennsylvania, is being dispersed due to loss of barns by fire.

Popular and *proved blood lines* were used in the foundation herd sires, most important to the present herd was Atamansit Astrologer, a Ne Plus Ultra and Sequel bred bull. This great sire and his sons have given to the herd increased *profitable production*, uniformity with good udders.

Herewith are presented two samples of the better cows to be sold.



QUEEN ASTROLOGER  
OF MAULTON 456414

8570 Milk, 388 Fat,  
last lactation

Due again in August

Representative of daughters  
of Atamansit Astrologer and  
the type found throughout  
in this herd.



PEARL ST. L. OF  
MAULTON 540840

10080 lbs. Milk, 453 lbs. Fat  
Last calf March 14.

Dam has 10310 Milk, 473  
Fat, she out of a daughter of  
Atamansit Astrologer.

Guernsey breeders and dairy farmers alike will find in this sale the best opportunity of the season to secure *profitable additions* and *foundation Guernsey cows* as many members of the herd have produced 40 to 55 lbs. daily.

Life-time records are catalogued, all made on *two milkings daily in stanchions with milking machines*, each record being the lactation period.

For Catalog Write

**THE PATE SALES COMPANY**  
KENNETT SQUARE, PENNSYLVANIA

Washington, D. C., president of the National Association of Food Chains; and myself. We are confident that there is a real need for the June Dairy Month activity and that a great and constructive service can and will be performed."

Mike: "Have yez seen me hat anywhere around?"

Pat: "No, I ain't. Are yez sure he had it on when yez took it off?"

We may soon be getting our lye used for household and farm purposes in a new package. The Pennsylvania Salt Manufacturing Company announces the development of a lacquer-finished black steel can, in place of the can made of tin plate, which has been the standard package for years.

*Buy Defense Bonds and Stamps*



**End of  
Volume**







**CONTINUED  
ON  
NEXT REEL**



**END OF REEL**  
**PLEASE**  
**REWIND**



